

CALGARY

ALBERTA



MERCHANTS AND
MANUFACTURERS'
RECORD

THE MANUFACTURING,
JOBGING AND COMMERCIAL
CENTER OF THE
CANADIAN WEST.

The EDITH and LORNE PIERCE
COLLECTION of CANADIANA



Queen's University at Kingston

*Dorothy Muriel
Matson*

Bequest



Queen's
UNIVERSITY



PANORAMIC VIEW OF CALGARY, ALBERTA

PUBLISHED BY THE JENNINGS PUBLISHING COMPANY

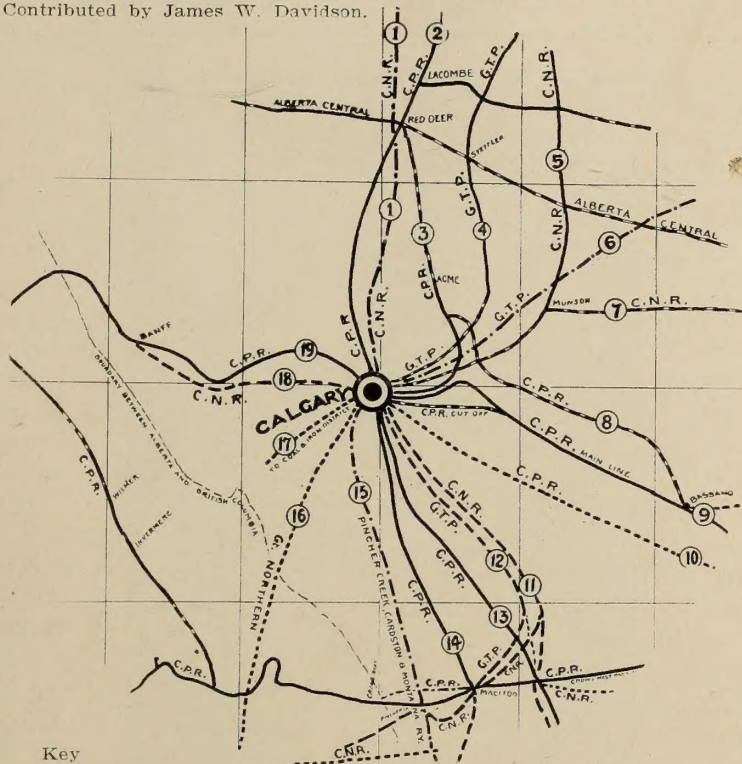


PANORAMIC VIEW OF C

CALGARY—THE HUB OF THREE PROVINCES

Contributed by James W. Davidson.

1. C.N.R. To Edmonton and points North and West.
2. C.P.R. To Red Deer—Edmonton.
3. C.P.R. To Acme—Red Deer.
4. G.T.P.R. To Edmonton and points West.
5. C.N.R. To Edmonton via Camrose.
6. G.T.P.R. To Winnipeg and East via Biggar.
7. C.N.R. To Winnipeg and East via Saskatoon.
8. C.P.R. To Bassano via Irricana.
9. C.P.R. To Moose Jaw, Regina, Winnipeg and East.
10. C.P.R. To Medicine Hat.
11. C.N.R. To Lethbridge, Macleod and boundary.
12. G.T.P.R. To Lethbridge and boundary.
13. C.P.R. To Lethbridge and Montana via Carmangay.



Key

- Lines constructed.
- - - Lines in course of construction.
- Lines for which bonds are guaranteed.
- . - . Chartered lines. Early construction promised.
- Proposed lines.

14. C.P.R. To Crow's Nest points via Macleod.
15. P.C., C. & M. R. To boundary via Pincher Creek.
16. Gt. Nor. R. To Washington via Crow's Nest coal points.
17. ——— To P. Burns' coal lands.
18. C.N.R. To Banff.
19. C.P.R. To Vancouver.

DEDICATION

THE JENNINGS PUBLISHING COMPANY most respectfully dedicates this souvenir book to the Calgary Board of Trade, that organization of wide-awake and liberal spirited business men who have done so much in building a city of the first magnitude, and thereby making possible The Merchants' and Manufacturers' Record.

IT is with a feeling of pride that the publishers present herewith the first edition of The Merchants' and Manufacturers' Record of Calgary, consisting of 17,000 copies. We have spared no trouble or expense in giving to the world a work that will, through both pen and picture, truthfully represent the City of Calgary, and show what the city really has to offer the homeseeker, investor, merchant and manufacturer. All of the three hundred or more views were made especially for this book; it is strictly a home production and we submit it to you, believing it to represent the highest standard of excellence in the photographers', engravers' and printers' art, and with full confidence that its circulation will redound to the credit and lasting benefit of the municipality. As to the quality of the publication from an artistic and typographical standpoint, however, that is a matter for the public to judge, but we believe it will compare favourably with similar souvenir books



A. OWEN JENNINGS
President and Manager Jennings Publishing Co.

Photo by Curlette

published in recent years for many of the larger cities of North America. The work represents the undivided efforts of six people seven months in its compilation.

Calgary is now only about twenty-five years of age; has 60,000 population, and has just fairly entered an era of unprecedented growth and prosperity which assures it becoming the Zenith City of the Canadian West.

We desire in this connection to thank the hundreds of enterprising business and professional men of Calgary who have co-operated with us in making the work a success, and especially are we indebted to Industrial Commissioner Miller and to Miss Currie Love for much of the information concerning Calgary and Alberta.

THE PUBLISHERS.

THE HERALD-WESTERN CO., LTD. CALGARY, PRINTERS
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Merchants and
Manufacturers
Record



1911



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Calgary, Alta. - Canada

CALGARY

Sunny Alberta

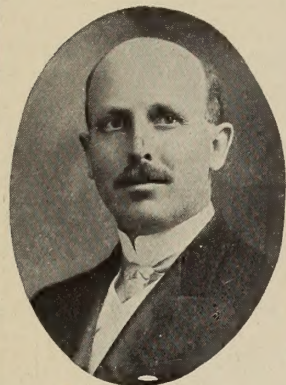
THE INDUSTRIAL PRODIGY OF THE GREAT WEST

Her Phenomenal Progress, Thriving Industries and Wonderful Resources; a Glance at Her History; a Review of Her Commerce; a Description of Her Business Enterprises; With Fine Illustrations of Her Public and Commercial Buildings and Places of Interest in and about the City.

PRICE: TWO DOLLARS

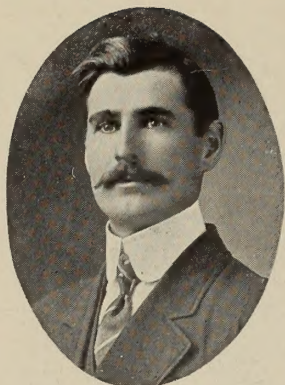
TODAY THE MOST PROSPEROUS AND FASTEST
GROWING CITY IN THE WORLD

Industrial Commissioner.

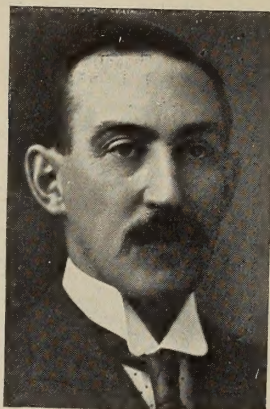


Andrew Miller.

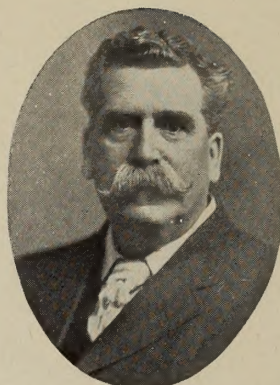
BOARD OF CITY COMMISSIONERS.



A. G. Graves.

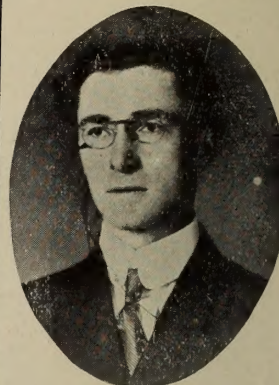


His Worship Mayor Mitchell.



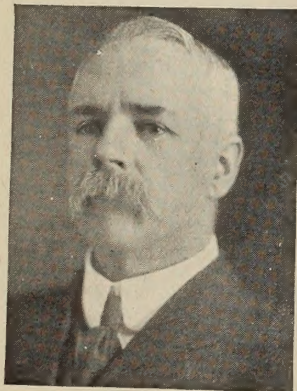
S. J. Clarke.

Secretary.

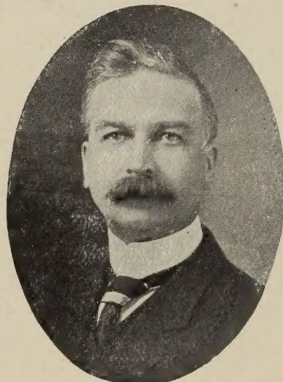


W. H. Willson.

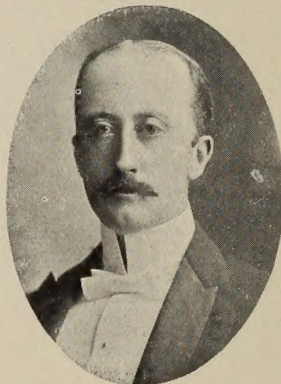
CALGARY BOARD OF TRADE.



T. J. S. Skinner, Pres.



E. A. Dagg, 1st V.P.



J. W. Campbell, 2nd V.P.



F. C. Brown, 3rd V.P.

NORTHWEST CANADA

THAT vast territory bounded on the west by the Pacific ocean and Alaska, on the north by the Arctic ocean, on the east by Hudson's Bay and Ontario, covers an area greater than that of the United States, and is rich in undeveloped resources only awaiting the seeking by the pioneers of empire in the rapid

North America for centuries. Besides this, there is immense forests of timber that has never been touched by the woodsman's axe, and millions of acres of the richest agricultural land in the world, and much of it can be homesteaded. Then again, here is the hunter's paradise, where large wild game, shore birds and



Geo. Gow, J. Mosley, Walter Makay—Three Days' Hunt.

march of progress. In the mighty Rockies that stretch for thousands of miles into the Yukon country, there is rich minerals yet to be discovered that will rival the Eldorados of the Klondike, and there is enough coal in this great region to supply fuel for



J. Douglas and J. Mosley—Two Days, 150 Chickens.

prairie chickens abound, and here it is that the nimrods from far and near literally revel in sports of the hunt. Likewise the lover of the rod and reel can find no better fishing than in the many streams and lakes of this region.

WHERE OPPORTUNITY KNOCKS

BY CURRIE LOVE.

EVERYWHERE in Great Britain and in the United States, even in far-off foreign countries, one finds an increasing interest in Canada and things Canadian. Britain is just waking up to the fact that in the immense colony across the water, she has a possession of wonderful value, a country with natural resources which will mean countless millions, when developed.

The United States knows that her great neighbor to the north has resources far above those to be offered by any other country. She realizes that as the nineteenth century belonged to her, so does the twentieth century belong to Canada.

It is only a few years since Western Canada with its millions and millions of acres of fertile rolling farm lands, which stretch westward a clear thousand miles from the city of Winnipeg to the base of the mighty Rockies, had very little interest. Outside of the man whose business (or desire for big game shooting) had taken him there, or who, from commercial reasons had made it his special study, people were inclined to think we were a race of Indians, living in wigwams, with bears and wolves running wild on the prairies.

They may have believed that Toronto, Montreal and Ottawa were "fairish-sized" cities, but the West, our big, wonderful West, which we who live in it and know its wonders believe the part of Canada on which depends the future of the nation, of that they knew little or nothing.

When the C. P. R. was first projected in 1885, there were not wanting those who predicted the ruin of the government which could countenance such a wild and visionary scheme. What! A railway to tap the wilderness, the sterile prairie, the trackless waste fit only for the cowboy, the red man and the buffalo; the El Dorado of the hunter, the prospector, the trapper, and those men who "left their country for their country's good." It was preposterous!

But that was a quarter of a century ago. The unbelievers have been forced to retract their hasty judgment. Where once there flourished the coyote and the adventurer, today there stand thousands of comfortable farm homes, rich fields of grain,

and the smokestacks of prosperous cities, made possible by the railway and the irrigation ditch.

In Alberta alone, there are 162,765,200 acres, of which 100,000,000 are arable. The total area harvested this year was 1,498,375 acres, yielding 54,000,000 bushels. In the C. P. R. Irrigation Block are 3,097,580 acres, of which nearly 1,000,000 acres are irrigable. The C. P. R. is expending sixteen million dollars on the irrigation system. The estimated average yield in the Province this year was barley 27.55 bushels to the acre; oats 48.11; flax 18.75; wheat 34.3.

Little by little, as civilization has advanced, the old picturesque has vanished, the cowboy no longer "packs a gun," the Indian is seen only on the reserve, and the buffalo is found only in the parks.

The famous Royal Northwest Mounted Police have made the prairie safer than the well-lighted city streets. The West today is not the West of tradition and romance, but an orderly, business-like series of communities who are building solidly for future generations.

The settler from the United States, who is accustomed to the pioneering conditions of life in a new country, comes across the line in a box car, bringing his family and domestic animals with him. He builds his rough shack on the prairie, and settles down to reap the reward which he knows our Western Provinces will offer the man, who, in addition to a little ready capital, possesses energy, ability and determination.

For the British settlers who are not used to the conditions of pioneering in a new country, Sir Thomas Shaughnessy devised in 1910, a beneficent plan which has attracted attention all over the civilized world, because of its revolution in colonization methods, and the advantages it offers to the British settler. The "ready-made" farms, open only to British settlers resident in Great Britain, offer a house and barn, fifty acres sown to crop, and fenced, on a farm of 80 to 160 acres; a well drilled and all preliminary work done, so that the farmer may go right into his house, settle down and make any other improvements that are

necessary. Several "ready-made" farm colonies are already established at Nightingale, Cairnhill, Crossfield and Sedgewick, comprising about 250 families in all. Next year (1912) 180 farms will be thrown open for settlement at Sedgewick, Glenrose, Winona, Cluny and Namaka.

This project has attracted world-wide attention, and one farmer who took advantage of the scheme dubbed the company "Providence Incorporated," a name which has stuck in the minds of those who have heard the term, as a most appropriate and fitting designation.

Women will be interested to know that one of the most successful "ready-made" farmers at Sedgewick is Miss Jack May, daughter of Admiral May, of England, who, with her friend, Miss Louie Wittrick, has taken 320 acres on which she is prose-

cuting very successful farming operations. Miss May has four cows, four horses, poultry and hogs, and an excellent showing of grain. Miss Wittrick attends to the poultry and to the dairying, while Miss May personally does all the ploughing, discing, harrowing, reaping and binding, buys all her farm machinery and stock herself and does her own marketing. She knows the prices of stocks and grains as well as any man, and is able to drive a very shrewd and excellent bargain.

A woman needs to be pretty strong to do farm work in a new country, but given sufficient capital, strength, energy and common sense, any woman can succeed.

The male farmers here are big men, farming in a big way. Many favor the adoption of the steam plow and the traction engine. Its cost varies from \$3,000 to \$4,400, according to capacity



CALGARY IN 1889—1892.



EIGHTH AVENUE, LOOKING WEST FROM FIRST STREET EAST.

and style. The first payment would probably be \$500 to \$1,000, with the balance in annual instalments, due only after the farmer had harvested his crops so that he may meet the payments with the proceeds.

On a big 2,500-acre farm in the Bassano district where everything modern is employed, you may find

1 32-h.p. steam engine;	3 20-disc drills;
1 25-h.p. steam engine;	4 heavy wooden drag-packers;
1 12-gang, 14-in. modern plow;	1 22-wheel roller or crusher.
5 16-in. disc harrows;	



First train load of Traction Plow Engines ever shipped in the world. Shipped to the Chapin Co., Calgary, Alberta.

Eight men and twelve horses were employed on this farm and 1,300 acres had been put under crop of oats, wheat and flax.

"We couldn't operate this farm," said the manager, "unless we possessed this plant; there wouldn't be time to break all the land within the season. As it is, you see, I work two traction engines steadily, one breaking and the other discing and seeding. The total cost runs fairly high, but it is all purchased on the instalment plan, and if we have no bad luck this season"—he pointed across the broad acres already springing green with crops,

"our income will not be much less than \$20,000 (£4,000). In the face of that, the initial cost fades into significance. It will all come back again. We ran our engines on an average fifteen hours a day last month, and broke 50 acres a day. The engines don't get tired, like horses do; the excessive heat or dust doesn't affect their strength, and with good water supply, it is in every way more satisfactory. I've plowed with horses in Texas and with bulls in Cuba, and I tell you, there's nothing more advantageous to farm with than a good 32 h.p. steam engine."

But while grain crops are exceptionally good in Alberta, for the man who knows how to farm, it is in stock, poultry and dairy-

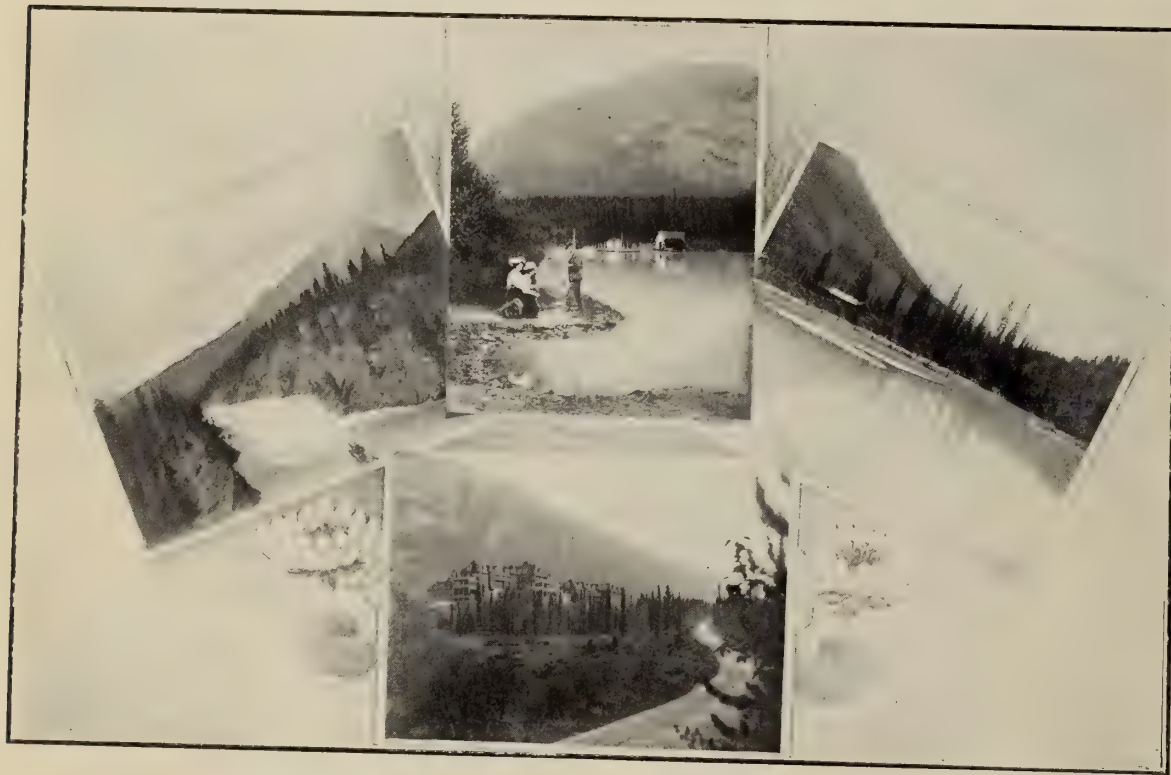
ing that a woman finds her greatest success, and forty acres on which she can grow feed for cows, pigs and hens. In the barns on the "ready-made" farms specially designed for poultry farmers, it is anticipated that the settler will keep at least four to eight cows, 200 chickens and a few pigs. At least ten acres should be devoted to the production of strawberries, currants, gooseberries and various vegetables. With the addition of a horse, it would require at least five acres of alfalfa to produce hay and pasture sufficient for horses and cattle.

If poultry farming is her chief business, she should have at least \$1,500. One hen is supposed to produce \$1.50 a year. Any young woman starting a poultry farm in Alberta should possess a capital of from \$2,500 to \$3,000, ambition, a practical turn of mind, and a goodly amount of determination.

The rewards for the diligent, however, are great. The market is practically unlimited and always increasing, and the demand is far in advance of the supply. The dining car department of the railway, the hotels and the grocers and butchers pay from 15c to 22c a pound for birds properly prepared, while milk-fed fowls bring 20c to 25c a pound. Eggs range from 35c to 60c a dozen according to season.

In these twentieth century days when women are emulating men in almost every department of life, it is not surprising that they should follow masculine example and emigrate to a new country where opportunities are more plentiful than in the Old Land, and where the women who work for a living are neither regarded with suspicion nor ostracised from society.

Many British women are coming to Canada in search of more lucrative employment and the problem of looking after these women who come from the Old Country is a more or less serious one. It has been largely solved, however, by the establishment of a chain of Women's Welcome Hostels which stretch across Canada from coast to coast, maintained in co-operation with the British Women's Emigration Association, who send out a party of women in charge of a matron each month in the year from



CALGARY IS SURROUNDED BY THE MOST BEAUTIFUL SCENERY IN THE WORLD.

March to November. The girls are met at the station by the matron of the Hostel, and are looked after by her until they get positions, sometimes remaining under her charge even after they secure employment. The one desire of the directors is to give the Old Country girl a home in a strange land and to afford her shelter and protection at the lowest possible rates.



ready employment at \$50.00 to \$60.00 a month, and one cannot too strongly urge the advisability of a thorough course in stenography and typing for the girl who is coming to Canada to earn her own living.

Some of the girls go in for hospital nursing, but they find that with the competition from the Canadian women who know



PICTURESQUE SCENES ON THE BOW AND ELBOW RIVER.

After arrival at the Hostel the girls are kept 24 hours free of charge, after which they contribute \$5.00 per week for room and board.

Many of the girls take positions as "lady helps" at a wage of from \$20.00 to \$30.00 a month, board, lodgings and washing. Girls who are accurate and speedy stenographers and typists find

the doctors, the graduates of English hospitals are not in the same position as those who know Canadian doctors and Canadian methods. The best course for the English aspirant to pursue is to come to Canada and take her training course in a Canadian hospital. During the three years of training, she will get \$5.00

a month, board, lodging and washing, and after graduation she will make from \$15.00 to \$25.00 a week.

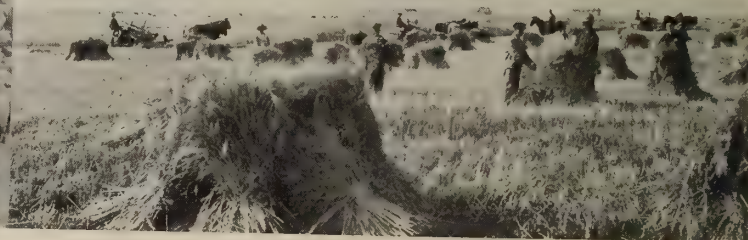
The school teacher coming to Canada must take a supplementary course of training in a Canadian normal school, after which she can obtain a position in a rural or city public school at a salary ranging from \$600 to \$720 a year. A university gradu-

Everyone has heard of the famous hot springs of Banff, 80 miles west of Calgary, where thousands of people bathe every summer; of its lovely mountain scenery, splendid shooting, fishing and driving; of Lake Louise, the "Gem of the Rockies," its emerald waters set in a purple and white ring of ragged peaks and virgin snows; of the rugged grandeur of the eternal glaciers of British



Native Sheep Are Prize Winners.

Cattle Thrive the Year Round in Alberta.



A Typical Alberta Wheat Field.

ate (British or American) who wishes to take the normal course, can obtain high school teaching which ranges in salary from \$1,000 a year up.

When the Western Canadian woman has her vacation, there are any number of beauty spots where she may have a rest from toil and refresh her eyes with Canada's scenic wonders.

Columbia; of the gorgeous scenery of the Columbia Valley, with the Rockies on one side and the Selkirks on the other. The mountains form the playground of a Continent, and constantly every year there is an ever-increasing volume of tourist traffic which means renewed advertising and increased prosperity for Western Canada, the country you have only to see to appreciate.



EIGHTH AVENUE, LOOKING EAST FROM FIRST STREET WEST.



CALGARY FIRE DEPARTMENT. One of the best equipped and most efficient in all Canada.

CALGARY, ALBERTA, "THE CITY OF CERTAINTIES"

BY ANDREW MILLER, PUBLICITY COMMISSIONER.

CALGARY is a municipally owned and controlled city with a population of approximately 60,000.

The municipal form of government is somewhat similar to that of Des Moines, Ia. The city is controlled by two Commissioners and the Mayor, who by virtue of his office is Chairman of the Board of Commissioners, and also ex-officio a member of the various committees of the Board of Aldermen. The two Commissioners and the Mayor devote their entire time to the interests of the city. The Commissioners receive a salary of \$3,000.00 per annum and the Mayor's stipend \$4,000.00 a year.

The Board of Aldermen, composed of twelve members elected annually by the ratepayers, meet fortnightly or more often if necessary to transact city business. They receive recommendations from the Commissioners or others who are interested in civic affairs of all kinds. The question can be better understood when it is said the Aldermen are the legislators and the Commissioners the executives of all municipal business.

The provincial charter of the city states the Commissioners shall be appointed by the Board of Aldermen. This, however, was not favored by the ratepayers, and to overcome the difficulty a plebiscite vote is taken on the day the Mayor and Aldermen are elected for the ensuing year. The candidate for the position receiving the largest number of votes is then appointed by the Council for a period of two years, the Council, however, reserving the right to recall by a two-thirds vote. By this method we always have at least one experienced civic expert in the civic service, as it can be understood that the two Commissioners are elected alternately for two year terms.

At the present time the work of governing the city is divided as follows:

1. The Mayor, although having general jurisdiction over all departments, pays special attention to the street railway, fire department and the financial needs of the city.

2. Commissioner Graves devotes most of his time to the electric light and power, waterworks and sewer branches of the city.

3. Commissioner Clarke attends to all street making, grading, parks, boulevards, sidewalks and paving.

Every morning from 10 a. m. until necessary business with the public is transacted the Mayor and Commissioners hold a public session at which complaints and other business are heard by the Board in general. Most of the rest of their time is spent outside of the City Hall in attending to the needs and wants and supervision of their various departments.

The system of taxation is a very simple one. Land and buildings are assessed at their selling value at the time the Assessor and his assistants are making their annual visits. If, in the opinion of the owner of the property, he or she has been assessed too high, they have the right to appeal to the Court of Revision on assessments, which consists of the Board of Aldermen sitting as a committee of the whole. At the last sitting of the Court the assessments on all buildings was reduced 50 per cent., thus bringing the assessment to about two-thirds value of the valuation of the property.

Calgary now is, and always will remain, the manufacturing, commercial, financial, wholesale and jobbing, and educational centre of the vast area lying between Winnipeg and Vancouver, from East to West and from the 49th parallel to the Arctic circle.

NATURAL RESOURCES.

The most phenomenal growth of Calgary can be accounted for by the many natural resources located in and adjacent to the city. In the city, and nearby district, there is enough sandstone, sand and brick sand, to supply a metropolis of 1,000,000 population. The forests of Northern Alberta and British Columbia are almost inexhaustible, which assures a plentiful and cheap supply of lumber and timber for building purposes to supply the West for ages. There is also a large cement plant in Calgary which has sufficient capacity to supply the needs of the city itself, and

another very large plant at Exshaw, only a few miles west, on the main line of the C. P. R. This plant has a capacity of some 1,000 barrels per day, and with the assistance of other plants at Lethbridge, Blairmore, and in the coast cities, is meeting the building demands of the West.

It is a well known fact that Alberta, especially in the Southern district, is underlined with coal for steam and heating purposes in sufficient quantities to supply the entire Dominion for centuries to come. All of this coal can be easily and cheaply mined within a radius of 100 miles of Calgary. At present the supply of anthracite and bituminous coal comes from Canmore and Bankhead on the main line of the C. P. R., and from the Crow's Nest division of the same road. Lignite coal reaches this district in large quantities from the Northern part of Alberta, and on the completion of the various C. P. R., Grand Trunk Pacific and C. N. R.



EIGHTH AVENUE, LOOKING WEST FROM
FIRST STREET WEST.

branches into Calgary, in a very few months, an additional supply of high grade anthracite and bituminous coal is assured at considerably cheaper rates than at present prevail.



VIEW IN JOBBING DISTRICT.

MUNICIPALLY OWNED.

Calgary owns and controls all public utilities and operates them on a most satisfactory paying basis.

The street railway system, which was installed in July, 1909, has been a profitable investment from its commencement. In 1910, on an investment of \$400,000 the system netted a profit of 18 per cent, and all this after debenture funds, depreciation funds, maintenance funds, and interest had been provided for. The system is being doubled in extent and equipment during 1911, and a larger profit is already assured.

LIGHT AND POWER.

Calgary has 75 miles of wire and pole line and at least 25 more miles will be added in 1911. At the present time there are 5,300 light and power connections with the system and more being added daily. The city is lighted with 450 arc lamps.

The city reserves all rights to distribute light and power throughout the city, and the rates are very low, being as follows:

Light, 75c per month for first light, 50c for each additional.

Meter basis, 9c per K.W.

It will only be a short time when all municipal wires will be laid underground in conduits. Four miles have already been laid and the work of extending the conduit system is being rushed as rapidly as possible.

The electric light and power plant is also owned and operated by the city. It has been installed at a cost of approximately \$400,000. In 1910, a profit of \$24,000 was returned, after all necessary contingent, debenture, maintenance and interest funds were provided for. At present the city is generating 2,000 h.p. by steam and receiving 2,500 h.p. additional from the Calgary Power Company, who have a large power plant 50 miles up the Bow river. Rates for power are as follows:

	K.W.	Hours.	Rate.	Discounts.
For consuming up to.....	750	2c		10 per cent.
751 up to.....	1,750	1 8-10c		10 " "
1,751 up to.....	3,500	1 6-10c		10 " "
3,501 up to.....	12,500	1 3-10c		10 " "
12,501 up to.....	25,000	1 1-10c		10 " "

A minimum charge of \$1.00 per h.p. per month up to 20 h.p. each additional h.p. 50c, whether current is used or not.

The Natural Gas Company, who are affiliated with other companies, who have a large supply of natural gas, in and adjacent to Calgary, and also in the Southern district of the Province, have a franchise for the sale of natural gas in Calgary, at a maximum of 20c per 1,000 cubic feet to manufacturers, which is equivalent to approximately \$15.00 per h.p. per annum; the price for domestic purposes will be 25c per 1,000 feet.

GROWTH IN POPULATION.

During the past ten years Calgary has grown from a "cow town" in 1901, with a population of only 6,557, to a metropolitan city of approximately 60,000 in 1911. The yearly increase has been as follows:

1901	6,557
1904	10,543
1905	12,500
1906	17,000
1907	21,040
1908	25,000
1909	35,000
1910	50,000
1911	60,000

BUILDING PERMITS.

The value of building permits issued during the same period also shows a marvelous growth of Calgary. Permits issued for that period are as follows:

1904	\$ 880,193
1905	838,829
1906	1,097,136
1907	2,094,264
1908	1,004,520
1909	2,420,450
1910	5,589,594
1911 (ten months only)	11,664,138
And now, Nov. 18th, 1911, they are over	12,000,000

BANK CLEARINGS.

Bank clearings also show largely increased gains as follows:

1909	\$ 98,734,389
1910	149,288,624
1911 (ten months only)	172,997,450

CALGARY'S BANKS.

Eighteen branches of Canadian chartered banks are located in Calgary; three fire insurance companies have head offices in the city, and three strong trust companies are doing business in Alberta with their principal offices and western directors located in Calgary, the financial centre of the Province.

THE WHOLESALE TRADE.

There are some 150 wholesale, jobbing and commission houses in Calgary. Most of these firms are located in large, handsome, and costly warehouses, which would do credit to any commercial metropolis. Over 600 commercial travelers make their headquarters in Calgary, and the local branch of the U. C. T. is one of the largest in either the Western States or Western Canada.





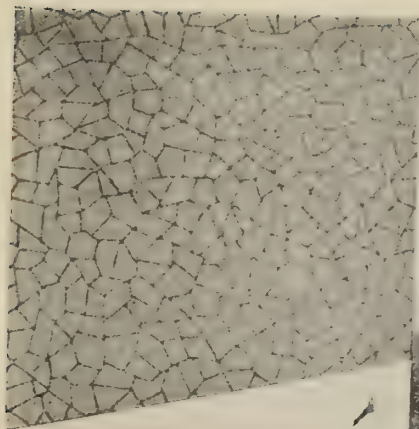
NEW \$1,000,000 C. P. R. HOTEL NOW IN COURSE OF CONSTRUCTION.



C. P. R. Irrigation and Colonization Co.'s new office building nearing completion.

INDUSTRIAL SITES.

Calgary has made provision for ideal manufacturing sites to intending locaters, by acquiring two large industrial sites, within the city limits, and equipped with efficient railway spurs and trackage. Manufacturers desiring sites may purchase these from the city at cost, price paid for them by the city. Prices for these sites, of course, vary, but the average price asked is from two hundred to eight hundred dollars per acre, according to position or location. Current rates of interest are of necessity imposed.



2



1



3

1 PROVINCIAL NORMAL SCHOOL. 2. Y. W. C. A. 3. Y. M. C. A.

MANUFACTURING.

At present Calgary has about fifty factories, employing 2,500 hands, and offers excellent opportunities for the profitable manufacture of beet sugar, boots and shoes, bays, binder twine, brushes and brooms, butter, cheese, furniture, farm machinery, gelatine products, linens, paints and oils, ready-made clothing, shirts and overalls, starch products, stoves and furnaces, straw paper, tar and building paper, tanned leather, woodenware and woollens.

GROWTH IN ASSESSMENT.

The assessment of Calgary has also grown in proportion to the increase in size and population. Figures for the past eight years are as follows:

1904	\$ 4,099,437
1905	5,533,469
1906	7,771,921
1907	12,832,496
1908	17,941,698
1909	19,824,978
1910	30,796,092
1911	52,747,600

TAX RATE.

The tax rate for 1911 has been fixed at 14½ mills on the dollar, on a two-thirds valuation of the property assessed. The rate is made up in the following manner:

Parks rate	3-5 mills
School "	3½ "
Debenture rate	2½ "
Municipal rate	7 1-3 "
Hospital rate	¼ "
Library rate	1-3 "

SUMMARY OF CALGARY.

Calgary is Self-Owned, Self-Controlled, Self-Operated, Self-Supported.

During September, 2,500 employes were on the civic payroll. This does not include the many hundreds of men employed by contractors who are doing municipal work.

The City Treasurer paid out over \$100,000 in wages and salaries to civic employes during the month of September.

The Calgary Grain Exchange has a membership of 80.

Calgary has a live, progressive Board of Trade, composed of most of the influential business and professional men of the city.

The municipally-owned waterworks department has 4,616 connections with its mains. No arrears were on the list on December 31st, 1910.

Calgary has eight delightfully situated parks, comprising some 400 acres.

Calgary is the commercial centre of 50,000,000 acres of the most productive farm land on the North American continent.

Calgary is the centre of the stock raising industry of the "Last Great West," and is the headquarters for the Alberta Horse Breeders, the Alberta Cattle Breeders, the Alberta Sheep and Swine Breeders, and the Alberta Poultry and Pet Stock Association.

Calgary is the headquarters for the largest and most costly irrigation system in America.

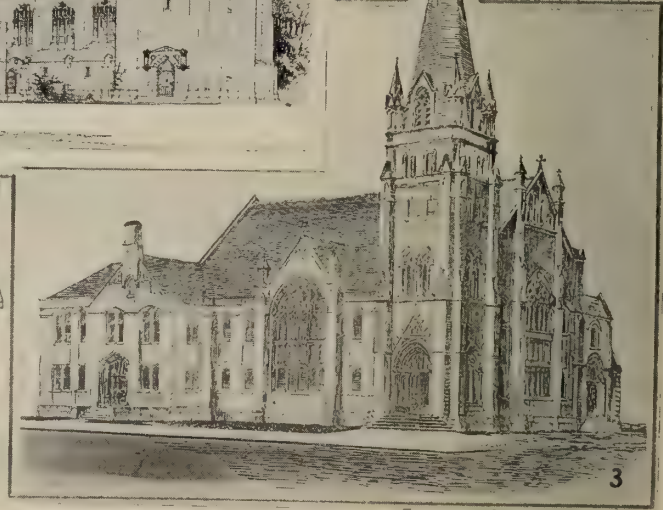
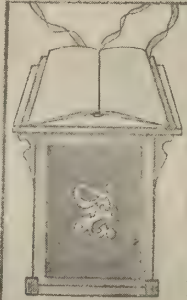
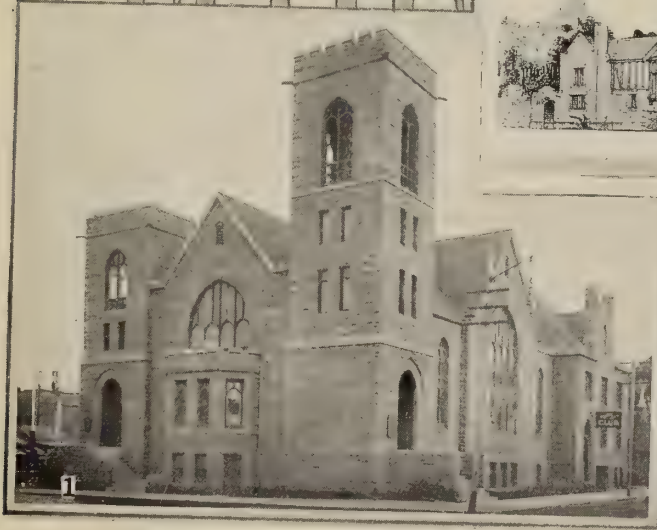
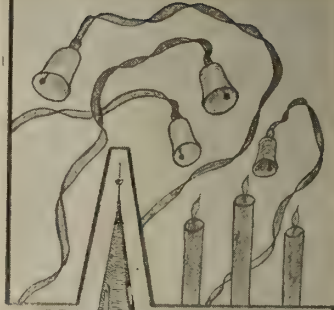
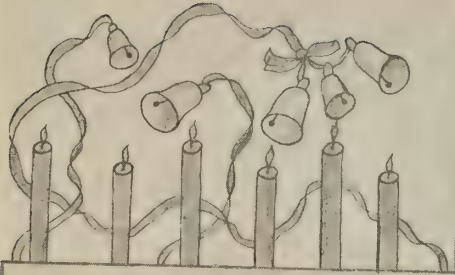
There are 30 lodges and secret societies in Calgary.

During the first ten months of 1911 the license department of the city collected over \$80,000 for sundry licenses. This amount will be increased to at least \$85,000 before the end of the year.

Calgary has the largest and most up-to-date city hall west of Toronto. Cost \$325,000.

Calgary has 22 licensed hotels capable of accommodating 1,500 guests.

In the city hall, Calgary, the services of 85 heads of departments, stenographers and clerks are required to transact municipal business.



3

1. CENTRAL METHODIST.

2. KNOX PRESBYTERIAN—F. J. Lawson, Architect.

3. FIRST BAPTIST—Richards Bros., Contractors.



1. ST. ANDREW'S. 2 SALVATION ARMY. 3. PAGET HALL. 4. PRO-CATHEDRAL CHURCH OF THE REDEEMER.

The municipally-owned light and power department of Calgary gives the city an average monthly revenue of \$22,989.41.

Water rates are paid quarterly in Calgary. For the months of July, August and September, 1911, over \$33,000 was derived from this source.

Calgary's streets are lighted with 425 arc lights and 7,000 private connections have been made with the city system. To supply this service 250 miles of pole line and approximately 1,000 miles of wire are required.

Calgary is six miles square. Six miles from east to west and six miles from north to south. In addition 40 other subdivisions are surveyed in territory surrounding the city.

Over 50 clerks are employed in the Land Titles Office in Calgary.

The commission form of government under which the municipal business of Calgary is transacted is attracting universal attention. Full particulars of the system will be forwarded on request to the Publicity Commissioner.

Monthly or weekly clearing house returns show that Calgary stands as the fifth commercial centre of Canada. It is passed only by Montreal, Toronto, Winnipeg, Vancouver and Ottawa.

The services of 80 clerks and 30 mail carriers are required for the postal needs of Calgary.

By all appearances the present low tax rate will again be reduced in 1912.

Less than six per cent. of the tillable soil of Alberta is under cultivation. Calgary is the commercial metropolis of the vast agricultural area of Alberta.

The ideal location of Calgary as the distributing centre of the West ensures its commercial prominence for all time to come.

Calgary can well be said to be the sportsman's paradise. The adjacent mountains offer every opportunity to the hunter after big game, and the rivers, sloughs and lakes on the surrounding prairies are favorite breeding and feeding places for all kinds of game fowl.

No other city in America can show the remarkable progress Calgary has made during the past eight years.

The Publicity Commissioner, whose address is the City Hall, is at any time anxious and willing to supply any information regarding Calgary in particular and the Province of Alberta.

Calgary has 275 miles of graded streets. At least another 15 miles will be added before the close of 1911.

Calgary is one of the most healthy places on the American continent. An efficient board of health department assures this fact.

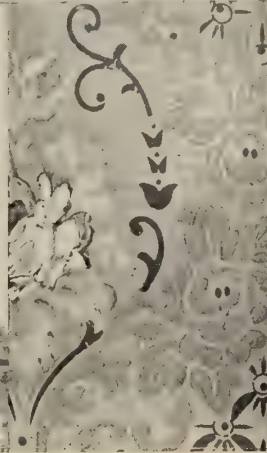
There are many churches in Calgary. The following religious denominations are represented: Presbyterian, Baptist, Congre-



FINEST HIGH SCHOOL IN ALBERTA.

gational, Methodist, Episcopalian, Roman Catholic, Lutheran, Salvation Army, Moravian, Christian Science, Disciples, Unitarian and Hebrew. All of these churches have social and religious societies affiliated with them.

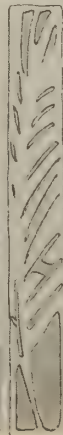
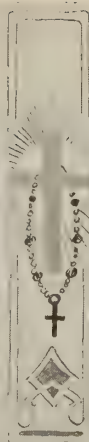
The altitude of Calgary is 3,389 feet above sea level. It is south of the latitude of London, England, and Berlin, Germany.



FOUR OF CALGARY'S TWELVE HANDSOME WARD SCHOOLS.



1. ST. MARY'S CHURCH. 2. HOLY CROSS HOSPITAL. 3. ST. MARY'S SCHOOL.



1. ST. MARY'S HALL. 2. RECTORY 3. SACRED HEART CHURCH. 4. SACRED HEART CONVENT.

Calgary has 20 miles of macadam, granitoid, creosoted wood block and asphalt paving.

The various labor unions in Calgary have over 2,500 members. The commercial progress of Calgary during the past ten years has been greater than any other city in Canada.

It can be conservatively expected that the wholesale and manufacturing industry of Calgary will increase at least 100 per cent. during the next five years. Over 2,400 building permits have been taken out during the first ten months of 1911.

At least \$10,000,000 will be spent during 1911 on improvements of all kinds in Calgary. This amount does not include the wages and salaries paid out by the railroads, financial and commercial firms.

The bank clearings for the month ending September 30th, 1911, showed an increase of 47 per cent. over the corresponding month of the year 1910. They totalled \$16,965,562 for the 30 days.

Custom office returns for September this year reached a total of \$175,000 as against \$93,000 for September, 1910.

The building inspector reports 208 permits were issued during September, calling for an expenditure of \$903,210. This is an increase of \$182,830 over the same month last year.

A conservative estimate places the population of Calgary at 200,000 by 1920.

A large sewer disposal plant is to be installed on the Bow river during 1912.

In Calgary first mortgages furnish an interest rate from five to eight per cent.

All Western railways are heading towards Calgary as rapidly as possible.

The Calgary Industrial Exhibition, held annually in July, is favored with a patronage of 50,000 visitors.

Calgary is the most discussed city in America and the centre of the commercial eyes of the world.

Recently the citizens of Calgary in two days pledged \$100,000 for publicity; in one day \$33,000 for the Y.M.C.A., and later raised \$250,000 for the Calgary University.

Calgary has 30 miles of improved boulevards.

Calgary has 115 miles of water mains supplied by a gravity system with a reservoir of 16,000,000 gallons. Owing to the

largely increased population of the city the civic authorities have deemed it advisable to increase the reservoir capacity to 40,000,000 gallons.

At present Calgary has over 100 miles of trunk and lateral sewers. At least another 10 miles will be added this year.

With the addition of 20 miles of concrete sidewalks put in this year, Calgary now has 75 miles of these sidewalks throughout the city.

CALGARY STREET RAILWAY, MUNICIPALLY OWNED, CONTROLLED AND OPERATED.

Calgary can well point with pride to its street railway system. Installed in July, 1909, with only 17 miles of trackage and four cars, it has been a revenue producer from its commencement. More cars were added as rapidly as possible, and during the first six months of its existence, the system showed a net profit of \$100,001.37. In 1910 the system operated 18 cars. The revenue for 1910 was \$214,778.44, with a profit of \$101,739.90, over operating expenses, or a net profit of \$55,015.28, after interest, sinking fund, and \$10,000.00 contingent fund was set aside.

During the first four months of 1911, from January 1st to April 30th, the revenue was \$63,935.40, leaving a net profit, after deducting interest, sinking fund and five per cent. interest of gross earnings, as a contingent fund, of \$24,401.60.

The system then cost the ratepayers about \$500,000. On this investment a profit of 18 per cent. net was made.

During 1911 an additional \$500,000 is being spent for the purpose of laying 24 miles of additional trackage and purchasing 12 additional cars, to successfully operate the extension of the system.

The system is operated by the Commissioners of the city of Calgary, who have the assistance of a superintendent. As will be seen by the above, it has made a profit from the day it started, and is recognized as the most modern equipped system of its kind in all Canada.

EDUCATION.

The schools of the city, both public and high, are considered second to none in the Dominion of Canada; under capable supervision they have reached the highest state of efficiency. At the beginning of October, 1911, there were 23 school buildings in



Bishop Pinkham
College
LEO DOWLER
ARCHITECT

St. Hilda's
LADIES
College
Western
Canada
College

use, the larger ones all built of stone. These were built at a cost of about \$1,000,000.

The buildings now in course of erection include four large stone schools, one containing eight, and three thirteen rooms each; a manual training and household science centre will be instituted at each of these three.

In addition to the public and high schools, Calgary has two Roman Catholic separate schools, the Provincial Normal School, St. Hilda's College for girls (residential and day scholars), Western Canada College for boys (residential and day scholars), Bishop Pinkham College, and the Calgary Methodist College, known as Mount Royal College.

At the present time there are 111 teachers in the public and high schools. This number will of necessity be largely increased when the new school buildings are completed.

Calgary has some 102 public school classes and seven supervisors and special instructors for the departments of music, manual training, drawing, drill and physical culture and household science.

Evening technical classes are now being arranged under the direction of Mr. T. B. Kidner.

In the separate schools there are 500 pupils and 12 teachers. Two more separate schools will be built this year.

Dr. A. M. Scott, B. A. (Toronto), Ph.D. (Göttingen, Germany), is Superintendent of Education.

In June, 1911, over 5,000 pupils were enrolled in the public, high, normal, separate and private schools and colleges of the city.

An increase of 1,162 in the attendance at the Calgary public schools is what the monthly report for September shows.

In September last year the total attendance was 3,333, while for September this year, the figures have reached 4,495.

There are 30 new teachers on the public school staff this term, 13 replacing those who have resigned and 17 being in charge of new rooms. The next addition to the staff was made with the opening of the Connaught School on November 1st.

WATER WORKS.

Calgary has a gravity system of waterworks. Pure fresh water comes from numerous streams in the adjacent Rocky Mountains a few miles west. Piped 12 miles from Elbow river to reservoir, which has a capacity of 16,000,000 gallons.

Water rates in Calgary are lower than 80 per cent. of cities in the United States and lower than a great majority of towns and cities in Canada.

On October 1st, 1910, there were some 140 miles of water mains in use. An auxiliary plant is kept in constant readiness in case of accident or serious conflagration to relieve or assist the gravity system. Three pumps, with 5,000,000 gallon capacity are located at this plant on the Bow river. There are 7,000 connections with the mains at the present time (in 1911).

DOMINION LANDS OFFICE.

During the fiscal year ending March 31st, 1911, the Dominion Land Office made its report to the Department of the Interior as follows:

Homesteads granted	5,451
Pre-emptions	3,573
Purchased homesteads	151

These figures show that over 1,500,000 acres of the land in the Calgary district were placed under cultivation during that period.

From March 31st, 1911, until August 31st, 1911, the figures are as follows:

Homesteads granted	2,191
Pre-emptions	1,279
Homesteads purchased	70

The number of clerks employed in the local office at present is 25.

CUSTOMS.

A good idea of the volume of business which is daily transacted in a city can be arrived at by the returns sent out by the Customs Office. During the first eight months of 1911, the Calgary office collected \$1,123,970.43. During the corresponding period of the year 1910, a total of \$660,375.91 was received over the counters of the office. This increase of \$403,321.52 will give an accurate view of the enormous increase in the prosperous condition of Calgary and district. At the present time 27 clerks are employed in the Calgary office and more will have to be added to the staff in the near future to keep pace with the rapidly growing business.



BOARD AND RECEPTION ROOM



REV. GEO. WILKINSON, C.E.
PRESIDENT



DINING ROOM



MOUNT ROYAL COLLEGE



MOUNT ROYAL COLLEGE—Opened for classes Sept. 8, 1911.

A HIGH class and residential college for boys and young men, for girls and young women.

Teaching staff of highest qualifications. Students in attendance from all parts of the Province and Western Canada—122 registered, and more coming daily.

Departments—Academic, Commercial and Shorthand, Expression and Physical Culture, Conservatory of Music, etc.

Staff.—Rev. George W. Kerby, Principal; John H. Beazley,

B.A., Science; W. T. Broad, LL.B., Mathematics; Margaret M. Graham, M.A., Modern Languages; Nora Power, M.A., Classics; Gordon Bennett, C.E., Head of Commercial Department; Miss Marion Taylor, Typewriting and Shorthand; Orra Patrick, Primary and Elementary Work; Christie Elliot, Expression and Physical Culture; W. V. Oaten, Director of Conservatory of Music and Teacher of Piano and Organ; Miss Lena Christie, Piano; Mrs. Dudley Smith, Violin; Miss Bruce, Vocal; Mr. O'Neil, Physical Director.



CUSHING BROS. CO., LIMITED
The Greatest Sash and Door House of the West.

CUSHING BROS. COMPANY, LIMITED

The Greatest Sash and Door House in the West.

UNLIKE most new and fast growing cities Calgary is no boom product, has not been built up by speculation, nor is its growth forced by "hot-house" methods and processes, but its growth in trade, commerce and manufacture has been along sound, solid and substantial lines.

It shall be the aim of this review to demonstrate these facts more fully and forcibly by endeavoring to show just what business elements go to make up all that is legitimately entitled to consideration in the business life of the city by describing the leading and representative concerns.

Most prominent among these is the Cushing Bros. Company, Limited, the greatest sash and door house in the West.

This company was established in 1885, and is located in East Calgary, the plant, including mill, yards, offices, etc., covering about ten acres.

The mill is a brick structure one hundred and fifty by four hundred and forty feet, one story and two story addition sixty-five by one hundred and twenty feet in dimensions, and is fully equipped with all modern machinery and every convenience used in the manufacture of doors, blinds, glazed sash, grilles, mantles, stairs, hardwood doors and interior finish, colonial columns, porch

work, and in fact everything used in building construction. Ten large warehouses are used in storing plate and window glass, leaded art glass, church windows, lumber, lath, shingles, lime, cement and building papers.

The office is a two story building fifty by sixty feet in dimensions, and includes reception room, accounting department, invoicing and estimating department, sales manager's office and private office of the president and manager.

This plant gives employment to about two hundred experienced workmen. The trade territory of the house covers Alberta, Saskatchewan and British Columbia where the C.B.Co. XLCR brand is most popular and well known by both dealer and consumer.

This company also has factories and yards at Edmonton, Regina and Saskatoon, and branches at Red Deer and Fort Saskatchewan.

The officers of the company are W. H. Cushing, Calgary, president; Geo. Cushing, Regina, vice-president; A. T. Cushing, Edmonton, secretary and treasurer; S. C. Cushing, Calgary, manager.

The firm is a member of our Board of Trade and is recognized as one of our strongest and most influential business concerns.



RESIDENCE OF HON. W. H. CUSHING, M.P.P.

WESTERN MILLING COMPANY, LIMITED

ONE of the largest and most substantial among the manufacturers of this city or this great Northwest is the Western Milling Company, Limited, established and incorporated in 1905, with an authorized capital stock of \$150,000.00, of which \$100,000.00 is paid up.

The officers of the company are W. E. Cochrane, president; H. V. Alexander, vice-president; M. C. Fletcher, manager.

The plant is located in East Calgary, and covers a total of nearly five acres, including main building, engine room, elevators, warehouse and offices.

The mill proper is a four story and basement brick building, forty by sixty feet in dimensions, completely equipped with all the latest improved machinery and every modern convenience known in the "miller's art," and has a capacity of three hundred and fifty barrels of flour per day; their special brands are Rising Sun, Gold Seal, Regal and Empire, all well known brands.

Besides doing a large business locally and throughout Alberta and British Columbia, they export flour to Great Britain, China and Japan. The elevator is sixty by seventy-five feet, and one hundred and thirty-seven feet in height, and has a capacity

of seventy-five thousand bushels; they also have two concrete tanks with a capacity of fifty thousand bushels each.

The company employs twenty-five experienced workmen, two delivery wagons and three traveling salesmen.

Their broad and liberal policy and general high character in all their business dealings has resulted in giving them a strong place in the confidence of the trade. Mr. Cochrane is a resident of London, England. He is also a large stockholder in the Calgary Brewing and Malt- ing Company. Mr. Alexander is a resident of Oberstown, Sallins, Ireland, and spends most of his time there. He is a member of the Calgary Grain Exchange, and is well and favorably known in this section.

Mr. Fletcher was formerly a resident of London, Ontario, coming to Calgary from that city six years ago. He is a member of the Calgary Grain Exchange, our Board of Trade,

and enjoys a high social and business standing.

The Western Milling Co. is recognized as one of our most prominent and progressive business firms, always ready to lend most substantial aid in any movement for the advancement or welfare of this city.



THE CHAPIN COMPANY

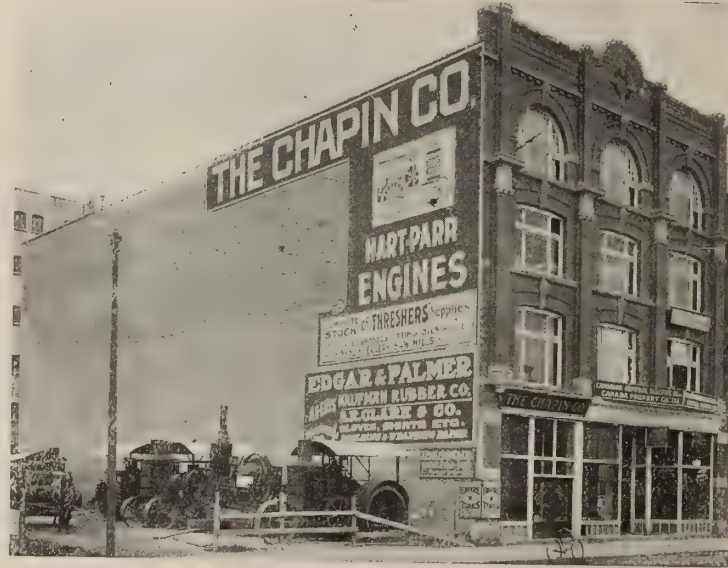
Automobiles, Supplies and Wholesale Heavy Machinery and Hart Parr Engines.

THE business activities of this city are wide and cover every branch of mercantile endeavor. An industry worthy of particular mention in this review of our commerce is The Chapin Co., established in 1906, and located at 323 Chapin Block, Eighth Avenue West, occupying their own building, a four story and basement brick structure, fifty by one hundred and twenty feet in dimensions. They are dealers in automobiles and automobile accessories; wholesale heavy machinery, making a specialty of Hart Parr Engines. The automobiles handled are the Overland and Packard, two of the best and most favourably-known cars on the market; they also own a garage at 332 Fifth Ave. West, a brick building fifty by one hundred and thirty feet in dimensions. Their trade territory extends throughout Alberta and requires the services of from ten to twelve employees in various capacities.

The officers of the company are O. S. Chapin, president and manager, and R. S. Chapin secretary and treasurer.

Mr. O. S. Chapin has been a resident of this city for the past nine years, coming here from Wisconsin. His experience in this line of business covers a life time. He is ex-president of the Wholesale Implement and Carriage Dealers' Association of the province of Alberta; president of the Calgary Automobile Trades Association; and is the first Grand Counsellor of Canada of the U. C. T. and has the honor of taking the first Grand Charter out of the United States of the U. C. T. of America.

He is a member of our Board of Trade, and is recognized as a thorough, reliable and progressive business man, and an important factor in the growth and development of this city.





RESIDENCE OF O. S. CHAPIN.

P. BURNS & COMPANY, LTD.

Packers, Exporters and Provisioners.

IN every city there is a recognized leader, a concern whose magnitude and vast operations naturally place them at the head of all commercial industries, and they are recognized as

thousand hogs, and six hundred sheep per day. Their special brands are Imperator and Shamrock Leaf smoked hams and bacon, Shamrock Leaf boiled hams, and leaf lard and White Carna-



such without any feeling of jealousy, but with pride are pointed out as the leading industry of the city. That concern in Calgary is the P. Burns & Company, Limited, packers, exporters, provisioners, and cattle dealers. This firm was established about twenty-five years ago, and is located in East Calgary, the entire plant covering about ten acres.

The killing capacity of the plant is three hundred cattle, one

tion lard compound. They give employment to one hundred and sixty experienced workmen in the plant, and ten traveling salesmen. They also own and control sixty-one retail markets throughout their trade territory, which covers Alberta, Saskatchewan and British Columbia.

The officers of the company are P. Burns, president; F. M. Black, secretary and treasurer; John Burns, general manager.



RESIDENCE OF P. BURNS.



UNDERWOOD BLOCK.



RESIDENCE OF THOS UNDERWOOD.



DIAMOND COAL CO.'S PLANT, DIAMOND CITY, ALTA.

DIAMOND COAL COMPANY, LIMITED.

THE resources of this great Northwest are varied, and when one tells of the wonderful wheat fields of Alberta and her large stock ranches, all of which are true, the story is only half told. The coal mining industry, yet in its infancy, comprises a most important part in the varied industries of this section.

The Diamond Coal Company, Limited, whose mines and works are located at Diamond City, Alberta, with head offices in the Underwood Block at 1311 First Street West, Calgary, is a most important factor and a concern worthy of especial mention in this review of our commerce.

The officers of the company are Hon. G. H. V. Bulyea, Lieutenant Governor of Alberta, president; Dr. C. W. Clarke, Winnipeg, vice-president; Thomas Underwood, Calgary, managing director and secretary and treasurer.

They are wholesale and retail dealers in lump and nut coal, their trade territory covering Alberta, Saskatchewan and Manitoba.

The mines, works and properties of the company comprise four thousand eight hundred and fifty-one acres, and will have a capacity of one thousand tons of coal per day. The company is recognized as one of our prominent and progressive business firms, and the personnel are gentlemen of unusually wide range of view and give most commendable support to all projects designed for the betterment of this community.

J. Y. TURNER.

Wholesale Lumber and Brick.

AMONG the wholesalers of this city one worthy of particular mention is that of J. Y. Turner, established in 1907 with offices in room 16 Armstrong Building. He is wholesale dealer in lumber, lath, shingles and telegraph poles, and wholesale and retail dealer in all kinds of brick, having on hand at all times a large and complete stock; the storage house for brick covers an area of about twenty thousand square feet, with a capacity for storing one million bricks.

His trade extends throughout Calgary and surrounding territory and requires the assistance of thirty employees and eight

teams. Mr. Turner has been a resident of this city since the establishing of this business, coming here from Sault Ste. Marie, Ontario. He has had forty years' experience in this line of business and is a thoroughly reliable and progressive business man.

THE WESTERN SUPPLY & EQUIPMENT CO., LIMITED.

AS a supply centre for a vast and prosperous section this city has become well known, and its industrial activities are broad enough to cover practically every want and need of the people of this great Northwest.

Among the wholesalers of this city one worthy of particular mention is the Western Supply and Equipment Co., Limited, whose head offices are Suite 105-106 Alberta Loan and Investment Co.'s Building, corner Seventh Avenue and First Street East, with branch houses at Lethbridge and Edmonton. They are wholesale jobbers in mine, mill and builders' supplies, iron and steel, etc. This firm was established in January, 1910, and in addition to their warehouse here, which is fifty by one hundred and ten feet in dimensions, they have large warehouses at Lethbridge and Edmonton, and purpose erecting a large three story warehouse on their property here in the spring.

Their trade extends throughout Alberta and Eastern British Columbia, and requires the services of fifteen employes, including four traveling salesmen.

The officers of the company are W. Barrington Reilly, president and managing director, and Edwin J. Alport, vice-president and treasurer.

Mr. Reilly has been a resident of this city for the past five years, coming here from Niagara Falls, Ont. He is also secretary and treasurer of the Rocky Mountains Cement Co., Ltd., a member of our Board of Trade and is recognized as one of our prominent and influential business men. Mr. Alport, who has had ten years' experience in this business, was formerly a resident of Lethbridge and Edmonton, and came to Calgary with the establishing of this business. The Western Supply and Equipment Co., Limited, is an important addition to the jobbers of this city, and a factor in all movements designed to advance its commercial influence.



D. V. COPE & COMPANY

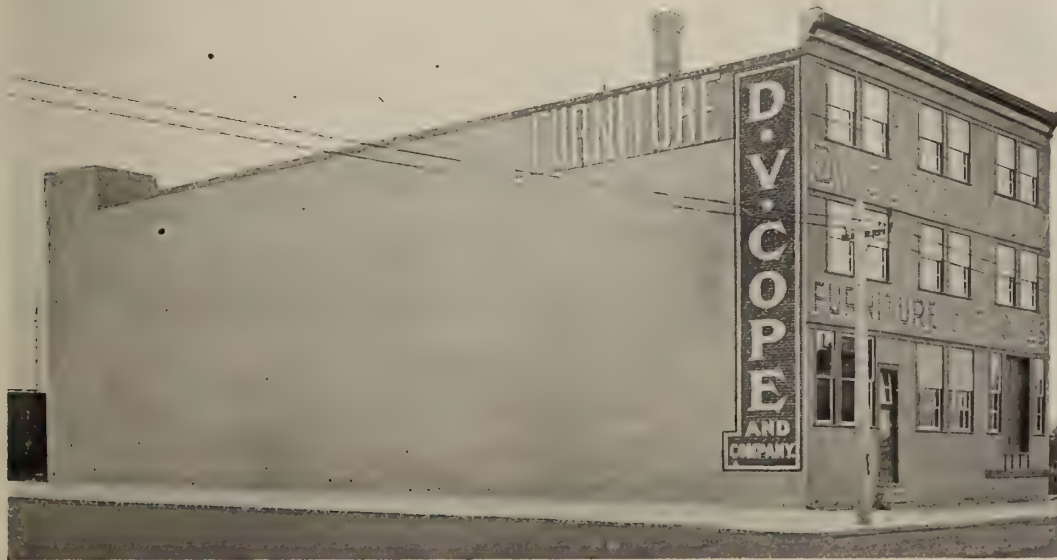
Wholesale Furniture and Stoves.

AIDING in Calgary's growth and development and a valuable factor in extending the name and fame of this city over a wide area as a source of supply for the every need of the Northwest is the firm of D. V. Cope & Company, established

about eight years ago and located at 721-723 Eighth Avenue West. They occupy their own building, a three-story structure, fifty by one hundred and thirty feet in dimensions.

They are exclusive wholesale dealers in all kinds of furniture and stoves, including ranges and heaters from the best known manufacturers; baby carriages, go-carts, pillows, blankets, comforters, etc. Their trade territory extends throughout Alberta and a part of British Columbia, and they are steadily making new friends and customers through their straightforward business dealings.

Mr. Cope, who is the executive head of the company, came from Toronto when the concern was established. He has had wide experience in this line, and the marked success of the firm is largely due to his capable management. They have membership in the Board of Trade, and are known to be reliable and progressive, always taking active part in every movement designed for the betterment of this city and section.



D. S. PERRIN & COMPANY, LIMITED.

THE detailed story of the development of the business of D. S. Perrin & Company, Limited, whose factory and executive offices are located in London, Ontario, with branch warehouses at Montreal, Ottawa, Hamilton, Winnipeg, Calgary and Vancouver, would fill a much larger space than can at present be spared for that purpose. It may be of interest, however, to our readers to mention a few facts in connection with the growth of a business whose products now cover the Dominion from coast to coast, but which at its inception was conducted in the most modest way imaginable, in a building about ten by twenty feet.

Founded in London, Ontario, over half a century since by the late D. S. Perrin, its output has increased annually to such an extent, and the demand for the "Perrin Quality" has been so vigorous that the company has of late had difficulty in filling orders as promptly as they could wish.

Thirty-three travelling salesmen cover the broad Dominion twelve months in the year, and the name "Perrin" as associated with biscuits and candies has become a household word.

We cannot begin to enumerate the 1300 different lines of goods manufactured by this firm, but in addition to all the well-known staple biscuits a few of the biscuits par excellence, and of exclusive and original design, manufactured by Perrin are the following: Malto Cream Sandwich, Opera Fingers, and Leap Year. These appeal especially by their excellence, purity, nutritive qualities and unique designs, to people of the most discriminating tastes, and are guaranteed by the manufacturers to be equal to any of the best imported biscuits.

The variety of candies made by Perrin is legion, but perhaps the one special line which has established their reputation more than any other is "Perrin's Newport Chocolates." Ladies who know prefer Newport to any other brand.

Perrin's Calgary branch warehouse is located at 307 Eighth Avenue West, and is in charge of Mr. J. K. Harvie, who has an extensive and practical knowledge of the requirements of the trade, having been associated with the firm for several years in the capacity of travelling salesman before taking the management of the Calgary business, and will be glad to meet intending buyers when they visit the city.

ONTARIO WIND ENGINE & PUMP CO., LIMITED

A CORPORATION which has built up a large and remunerative trade connection throughout Calgary's trade territory by the establishing of a branch house here is the Ontario Wind Engine and Pump Co., Limited, manufacturers of wind mills, gasoline engines, grain grinders, pumps, scales, wood saws, well drilling machinery, wood and steel tanks, and general appliances for railway, farm and village water supply, making a specialty of the celebrated Canadian Air-motor. This company was established and incorporated in 1895 with head offices and factory at Toronto; they also have factories at Dundas and Aylmer, Ontario, and branch houses at Winnipeg and Calgary. The latter under the management of L. P. Winslow, was established January 1st, 1909, and is located at the corner of Ninth Avenue and Second Street West, where they occupy a two story and basement structure twenty-

five by one hundred and eighteen feet in dimensions; but on account of their large and increasing trade in this section they are now preparing to build a handsome four story and basement brick structure sixty by one hundred and ten feet in dimensions at 224 to 228 Eleventh Avenue East, to be occupied exclusively by this company. The trade territory of this branch covers all of Alberta and British Columbia, and gives employment to sixteen people in the house and seven travelling salesmen.

THE CAMPBELL, WILSON & HORNE CO., LIMITED.

Wholesale Grocers.

IMPORTANT among the many wholesale houses of this city is The Campbell, Wilson & Horne Co., Ltd., wholesale grocers, who established their business in this city in 1903, and located at 222 Ninth Avenue West, where they occupy their own building, a three story and basement stone structure fifty by one hundred and thirty feet in dimensions. They also have houses at Winnipeg, Regina, Saskatoon and Lethbridge, and are now contemplating erecting a building and establishing a house at Edmonton. The trade territory of this house covers all of Alberta and requires the services of thirty employees and three delivery wagons. The Calgary house is under the management of G. S. Kellaway, who has had twenty-five years' experience in this business, is a native of England and came to Calgary eight years ago from Winnipeg. He is a member of our Board of Trade and is recognized as one of our prominent and progressive citizens.



HOME OF CALGARY BEER AND BUFFALO LITHIA WATER.

DONALD HOPE
Manufacturers' Agent

THIS business was established here in October, 1909. Office and sample room now located in Suite 5, Mackie Block.

He represents only reliable firms. Notable among these are the B. F. Harvey Co., Ltd., Toronto, Ont., manufacturers of down wool and cotton comforters, feather pillows, down cushions and cosies; also M. Browne & Co., Ltd., Nottingham, Eng., manufacturers of lace curtains and nets. His territory extends from Winnipeg, Man., to Victoria, B.C.

He is also largely interested in real estate, to which he devotes his spare time. Mr. Hope was born in Glengary, and migrated to Manitoba in 1878. After sixteen years of pioneer life went east, and prior to coming to Calgary lived in New York for several years.

Manufacturers and investors would be consulting their own interests to communicate with him, as he is one of our enterprising and progressive business men.

CALGARY IRON WORKS, LIMITED.

THE Calgary Iron Works, Limited, occupies a foremost place among the successful foundries and machine works of the Northwest. Not only as a supply depot in the machinery line, but in the construction department of the business, this company is widely known and a recognized leader. This business was established about twenty-five

years ago and incorporated in February, 1906, with a capital stock of \$50,000.

They are located at 410 to 414 Ninth Avenue East, where they occupy their own buildings, viz., one three story and one two story brick, with a total floor space of about ten thousand square feet. They are iron and brass foundries, machinists and general blacksmiths, manufacturers of iron columns, pile driving hammers, stone derricks, etc., and dealers in wood pulleys, hangers, shafting, iron pulleys, boxing, bar iron, steel, bolts, screws, etc. Their specialty is water gate valves of all sizes. Their trade extends throughout Alberta and requires the services of thirty-six experienced workmen.

Mr. M. D. Sutor, the vice-president and manager of the company, is from Quebec, and has lived in Calgary about twenty-five years. He has had thirty years' experience in this line of business and is a thoroughly reliable and practical business man.

METALS, LIMITED.

IN every city there are certain commercial and jobbing establishments whose importance, success and high character constitute an essential element in the growth and advancement of the city wherein they are located.

Metals, Limited, established eleven years ago, is located on Ninth Avenue West, where they occupy their own building, a three story and basement brick structure fifty-two by one hundred and twenty feet in dimensions. They are exclusive wholesale dealers in steam and hot water boilers and radiators, iron pipe and fittings, plumbers' supplies, scales, pumps, etc. Their trade

territory extends throughout Alberta and Eastern British Columbia, and requires the services of sixty employees.

They have a northern branch at Edmonton under the management of H. K. Whimster, and a southern branch at Lethbridge, managed by Jas. Glenister. The officers of the company are W. R. Hull, president; Senator J. A. Loughheed, vice-president; D. W. Gillies, secretary and treasurer; and A. M. Berryman, managing director. They are all among our most prominent and successful business men and residents of Calgary for a number of years.

Mr. Berryman, who has had fourteen years' experience in this line of business, came to Calgary two years ago from Winnipeg. He is recognized as an important factor in all movements designed for the advancement of this community.

McKELVIE & STIRRETT, LTD.

General Brokers and Commission Agents.

AMONG the wholesalers of this city one worthy of particular mention is that of McKelvie & Stirrett, established in 1908 and located at 513 Eighth Avenue West. They are general wholesale and merchandise brokers and commission agents, with a trade territory covering all of Alberta and requiring the services of two traveling salesmen and two employees in the house. Mr. N. McKelvie, the manager of the company, was formerly in the wholesale grocery business. He has been a resident of Calgary for the past twelve years, coming there from Brandon, Man. He is a thoroughly reliable and progressive business man and is well and favorably known throughout this section.

CALGARY WINE AND SPIRIT CO.

Wholesale and Retail Dealers in Liquors, Cigars and Cigarettes.

CALGARY enjoys a position of prominence as a jobbing centre, which becomes more and more marked with each succeeding year and all of the principal departments of wholesale and retail trade are well and extensively represented in the city.

An enterprise of special prominence and one which ranks with the foremost of the city is the Calgary Wine and Spirit Co., located at 113 Eighth Avenue West, and occupying a two story brick building, twenty-five by one hundred and thirty. They also own a four story brick warehouse on Eleventh Avenue East, and have a branch store in Edmonton.

They carry a complete line of Scotch and Irish Whiskies, Rums, Brandies, Gins, Champagnes, Ports, Sherries, Ales, Mineral Water, etc., with a large stock of the finest Imported and Domestic Cigars and Cigarettes. Their



1 Warehouse. 2 Office and Sales Rooms. 3 Manager's Residence.

trade territory extends throughout Alberta, and sixteen employees and two delivery wagons are required to assist in the business transactions of the establishment.

The members of the firm are V. Raby, manager of the Calgary office, and P. Laurendeau, secretary-treasurer. Mr. Raby has been a resident of Calgary for the past five years, coming here from Montreal; he has had twenty-five years experience in this business, and is a practical and progressive business man.

Mr. Laurendeau, who has had a number of years' experience in this line of business, has been a resident of Calgary for nine years, coming here from Montreal. Both are recognized as reliable and enterprising business men, and are liberal supporters of all worthy enterprises that have for their object the advancement and progress of Calgary.

HALL SAND CO.

THIS business was established four years ago, with office located in Room 205, Leeson and Lineham Block.

They are wholesalers and retailers of sand, doing an extensive business throughout Alberta, the business requiring the services of forty employees and thirty teams. Mr. E. G. Hall, the proprietor, is also manager of the Hall Bros. Real Estate Company of this city. He has been a resident of Calgary for the past eight years, coming here from Niagara Falls, N.Y.

THE CENTRAL GARAGE AND MACHINE SHOP.

THIS business was established in June, 1910, and is located at the corner of Third Avenue and First Street East. This building is 50 x 123 feet, three floors, fireproof building with storage space for 50 cars, therefore with our up-to-date machine shop and fireproof building gives us the best garage in the city. They are agents for the Ohio and Everitt gas cars, also the Waverly electric cars and trucks. They do general machine work repairing steam and gasoline engines, and make a specialty of automobile repairing, all work promptly executed, their large patronage requiring the services of eighteen skilled and experienced workmen. The members of the firm are G. A. Hannah and F. L. Irving. Messrs. Hannah and Irving, who have had years of experience in this line of business, have been residents of Calgary since the establishing of same, coming here from Seattle, Wash. They are natives of Moncton, New Brunswick, and are already recognized as two of the leading men of this city in automobile circles and are energetic and enterprising.

CROWN FEED AND PRODUCE CO.

AMONG the wholesalers worthy of mention in this review of our commerce is the Crown Feed and Produce Co., owned and managed by W. E. Pitchford and L. E. Wooding.

This firm was established about two years ago, with offices and warehouse at 221 Ninth Avenue West and store at 207 Seventh Avenue East. They are warehousemen and wholesale dealers in flour, feed, seeds, grain and hay, and sole agents for the celebrated Molassine meal, imported direct from England, and special agents for Robin Hood flour, manufactured by the Sasatchewan Flour Mills Company, Limited; Royal Grain flour, manufactured by the Saskatoon Milling Co.; and Supreme flour, manufactured by the Redcliff Mill and Elevator Co.; also warehouse agents for Tetley's teas, coffees and cocoa, and distributing agents for the Steele Briggs Seed Co.

Messrs. Pitchford and Wooding are natives of Shropshire, England, and have been residents of this city for the past six years. They have had a number of years' experience in this line of business and are recognized as important factors among the business fraternity of this city.

J. I. CASE THRESHING MACHINE CO. (INC.)

AMONG the various industries that have been attracted to this city on account of its matchless location and superior advantages is the J. I. Case Threshing Machine Co., of Racine, Wisconsin, who established their branch in this city in 1904.

This plant is located at the corner of Tenth Avenue and Fourth Street West, where they occupy their own building—a one story brick—one hundred and twenty by one hundred and twenty-five feet in dimensions.

Their trade covers Alberta and Eastern British Columbia, and comprises high class engines, threshing machinery, threshermen supplies and automobiles.

They employ twenty people, including eleven travelling salesmen and collectors.

Mr. J. T. Atkinson, the local manager, has been a resident here about two years, coming from Winnipeg. He is a member of our Board of Trade, and enjoys a high social and business standing in this section.

R. A. JACOBSEN & CO.

Importers and Wholesale Dealers in Clocks, Watches and Jewellery

ABUSINESS worthy of especial mention in this review is that of R. A. Jacobsen & Co., located in Room 500, Leeson and Lineham Block, and established two years ago.

They are importers and wholesale dealers in watches, clocks and jewellery, and are manufacturers' agents with trade territory covering Alberta, British Columbia, Saskatchewan and Manitoba. Mr. Jacobsen, the proprietor, whose experience in this line of business covers a lifetime, is a native of New Brunswick and has been a resident of Calgary for the past five years, coming here from Red Deer, Alta. He stands high in business and social circles.

CHISHOLM & KIRK, LIMITED

Manufacturers of The Sunset Line of Complete Hotel Kitchen Equipments.

IT IS indeed doubtful if half of the Calgarians know or appreciate the fact that right in their midst are manufacturers that are making this city known throughout the Northwest, as a manufacturing city of the first magnitude, and one worthy of particular mention, is that of Chisholm & Kirk, Limited, manufacturers of the "Sunset Line" of complete hotel kitchen equipments. This business was originally established three years ago as the West End Heating Co., and in April, 1910, re-established and incorporated under the present name. The officers of the company are R. P. Kirk, president, and J. D. Chisholm, secretary and manager.

Located at 818-820 Eighth Avenue West, they occupy their own building, a two story and basement brick structure, fifty by one hundred and thirty feet in dimensions, fully equipped with all modern machinery and every convenience used in their line of manufacture. They are manufacturers of brick set French hotel ranges and broilers, carving tables, improved portable sand ovens, elevated urns, galvanized iron plate warmers, galvanized iron roll warmers, vegetable

steamers and cookers, seamless cast iron jacketted kettles, dish washing tables and drying racks, egg boilers, power dish washers, and everything in kitchen equipment for hotels, cafes, restaurants, boarding houses, etc.

Their trade extends throughout Alberta and Northwestern Canada.

Twelve experienced workmen are employed, each one a specialist in his line.

Mr. Chisholm is a native of Nova Scotia and has been a resident of this city six years, coming here from New Glasgow, Nova Scotia.

He has had thirty years' experience in this same line of business, and is a practical and thoroughly reliable business man. Mr. Kirk is a native of Ontario, and came to Calgary seven years ago from Stormont county. He has been in this line of business for the past twelve years. He is one of the enterprising and progressive

men of this city and stands high in business circles.

The firm is an important factor among the manufacturers of this city and are enthusiastic supporters of all movements that will add to its prestige.



L. T. MEWBURN & CO., LTD.

Wholesale Grocers and Importers.

ONE of the most prominent and progressive wholesale firms in Calgary is that of Messrs. L. T. Mewburn & Co., Ltd., wholesale grocers and importers. This business was started in 1904 as a branch of the Canada Grocers, Ltd., the present firm taking it over from that company in 1906. The phenomenal way this business has grown is a standing proof of the great opportunities Calgary affords as a wholesale and jobbing centre.

The firm is composed of Mr. L. T. Mewburn, president; Mr. T. Owen Baldwin, secretary-treasurer; Mr. H. L. M. Mewburn, vice-president.

The president, Mr. L. T. Mewburn, was a member of the old eastern firm of James Turner & Co., Hamilton, Ont., for many years before coming here and is one of the best known wholesale

men in Canada today. For the last twenty-five years Mr. Mewburn has travelled all over the western country and knows it like a book.

Mr. Baldwin and Mr. Mewburn, Jr., came here from Hamilton with Mr. Mewburn when the business was started in 1904.

Messrs. L. T. Mewburn & Company, Ltd., have some of the finest lines on the market, among these the famous "Red Feather" brand of groceries, Wagstaffe's pure jams, Carr's English Biscuits and Ram Lal's tea. They have always paid particular attention to the mail order business and to "prompt and careful shipping." A great deal of their wonderful success is due to this fact.

This firm at present employs a staff of thirty, of whom seven are traveling salesmen.



CANADIAN EQUIPMENT & SUPPLY COMPANY, LIMITED.

Contractors' and Builders' Supplies, Equipment, Materials.

IMPORTANT among the business activities of this city is the Canadian Equipment and Supply Company, Limited, with T. A. McAuley president and manager, who established their business here two years ago, located at 309 Eighth Ave. West.

They are distributors of: Munday hoisting engines, cube concrete mixers, Austin drainage excavators, Austin tile ditchers, Austin drag-line outfits, Stroud elevating graders, Stroud "Little Red" wagons, K. & J. wheel and drag scrapers, K. & J. plows and dump cars, contractors' pile drivers, derrick fittings and winches, building material elevators, orange peel buckets, clam shell buckets, gyratory and jaw crushers, engines, boilers, pumps, C. H. & E. portable builders' hoists, C. H. & E. portable pump outfits, C. H. & E. portable saw rigs, C. H. & E. concrete chutes, Buckeye mortar mixers, K. & J. Columbus barrows, K. & J. concrete carts, Willson Portable flare lights, industrial railways, re-inforcing bars, wire rope and fittings, wire rope bloc's, trench braces, bridge builders' tools, steel erectors' tools, white wash spraying machines, and furnish all kinds of brick, terra-cotta, tile and marble, fenestra steel sash, fire-proof windows and doors, metal bath, coal chutes, stair treads, waterproofing compounds, mortar colors, shingle stains, cement bond, "Canesco" cement coating and enamel, Cabot's deadening felt, Beaver board, building papers, asbestos paper and cement, pipe covering, ready roofings, duplex hangers, post caps and bases, and furnish and instal Van-Emon freight and passenger elevators, street lamps, ornamental iron and brass work of every description, and structural steel work.

Their trade territory extends throughout Alberta and British Columbia and requires the services of fifteen employees. They also have a branch house at Vancouver, B.C.

Mr. McAuley, the president and general manager, has been a resident of Calgary for the past eight years, and is among our prominent and successful business men.

ALBERTA EMPRESS CO., LIMITED.

AMONG the manufacturers and jobbers of this city a most important concern is the Alberta Empress Co., Limited. They are manufacturers of Extracts, Jelly Powders, Baking Powder, Pickles, Catsup, Mince Meat, etc., and importers of Tea, Coffee and Spices.



While they have been established less than a year they are fast coming to the front, and are conceded by the trade to be one of the most progressive firms in the West. Their motto is "High Grade Goods."

Mr. H. W. Robinson, the manager, has had several years' experience in the production of pure food products.

THE RIVERSIDE LUMBER CO., LTD.

THIS branch of trade is well represented by a number of large concerns, and one of the principal ones is The Riverside Lumber Company, Ltd., manufacturers and wholesale and retail dealers in Lumber, Mill Work, Doors, Sash, Blinds, Mouldings, Art Glass, Stair Work, Mantels and Malthoid Roofing.

This company was established and incorporated in 1906, with a capital of \$50,000.00, which was in 1910 increased to \$500,000.00.

The head office and factories are located in Riverside, Calgary, and cover an area of about ten acres; the main building is a two



story brick seventy-five by one hundred and fifty feet in dimensions. They give employment to four hundred and twenty workmen in various capacities. They also have a large retail yard at the corner of Ninth Avenue and Fifteenth Street West.

Their saw mills, located at New Michel, B.C., and at McGillvary, B.C., have a capacity of seventy-five thousand feet per day, each mill.

They have branch yards at Strathmore, Langdon, Lethbridge, Diamond City, Magrath, New Dayton and Bassano. Their trade territory covers Alberta and British Columbia and requires the services of a number of traveling salesmen.

The officers and directors of the company are: H. N. Sereth, president; A. Sereth, general manager; T. M. Fyshe, vice-president; J. H. Garden, director; E. H. Nichols, director; E. P. Steavert, secretary and treasurer.

THE ALBERTA RUBBER & SUPPLY CO. Automobile Accessories, Fisk Tires, etc.

THE rapidity of the growth of Calgary and its splendid prospects for the future, have attracted to it representatives of every branch of industry which forms the foundation of a great industrial centre. Among the foremost of these is The Alberta Rubber & Supply Co., established in February, 1911, and located with offices and salesrooms in the New Underwood block, First Street West.

They are the sole agents for the Fisk Automobile Tires, the Weed Chain Tire Grips, and the Kelly Springfield Solid Tires (Buggy and Truck). They also carry a complete line of auto accessories. Their territory extends throughout Alberta and their business requires the services of a number of employees in the office and on the road.

Mr. P. T. Goulter, the proprietor, who is a native of England, has spent the greater part of his life in Western Canada, and is identified with all worthy measures to promote the welfare of Calgary.



GEORGESON & COMPANY, LIMITED
Wholesale Grocers, Coffee Roasters and Spice Millers.



CALGARY BRANCH—
WINNIPEG RUBBER CO., LTD.

THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED.

THE fact that many of the largest firms of the East established branch houses in this city is proof positive of its importance as a distributing centre.

The Canadian Fairbanks-Morse Company, Limited, with F. G. Robinson, local manager, established their business in this city three years ago. Located at 523 Eighth Avenue West, they occupy a four story and basement brick building, one hundred by seventy-five feet in dimensions.

They are dealers in Fairbanks standard scales, Fairbanks-Morse gas and gasoline engines, valves, steam and water fittings, pumps, transmission appliances, dynamos and electrical supplies, iron and wood-working machinery, small tools, safes and vaults, railway contractors, mill and factory supplies; and are Canada's largest railway and mill supply house, with houses at Montreal, St. John, N.B., Toronto, Ottawa, Winnipeg, Saskatoon, Victoria, Vancouver and Calgary.

The trade territory of this branch covers all of Alberta and part of British Columbia, and requiring the services of a number of traveling salesmen and twenty-six employees in the house. Mr. Robinson has been with the company seven years, having held various positions at Montreal, Ottawa and Toronto. He is a member of our Board of Trade and is one of our enterprising and progressive business men.



ROSEWELL & CARSON.

Manufacturers and Dealers in Saddlery & Harness.

AN important concern among the list of manufacturers of this city is Rosewell & Carson, manufacturers and dealers in harness, stock saddles, saddlery, hardware, trunks, horse clothing, leather, etc.; they do repair work of all kinds and are direct importers of English goods, of which they make a specialty.

The firm, composed of W. S. Rosewell and F. W. Carson, was established in 1904, and is located at 705 Third Street East.

They employ five experienced helpers and the quality of the work turned out is amply evidenced by their large trade which covers Calgary and surrounding country.

Mr. Rosewell is a native of Australia and spent a number of years in San Francisco before coming to this city about twenty years ago. He holds membership in the I.O.O.F. and enjoys a high social and business standing.

Mr. Carson was born in Gray county, Ontario, where he resided until twelve years ago when he came to Calgary and has resided here since that time. He is a member of the

A. F. & A. M., and is well and favorably known in this section.

The firm is recognized as one of our prominent and progressive concerns and always give most commendable support to all movements for the advancement of this city.

THE ROYAL CROWN SOAPS, LIMITED

IN this review of our commerce it is our object to hold up to public view the important industries engaged in the different branches of mercantile endeavor, and particularly the manufacturers, who form so important a part in the making up of a great city, such as Calgary is destined to be. One of our most important factories and one worthy of especial mention is The Royal Crown Soaps, Limited, established in 1908, and located in East Calgary, where they occupy their own building, a three story and basement brick structure, sixty by two hundred feet in dimensions; the plant including offices, factory, stables, etc., covering a total of over two acres, and is equipped with every modern convenience and all the latest and improved machinery used in the manufacture of Washing Powder, Toilet Soaps, Laundry Supplies, Concentrated Lye, Soft Soap and Water Softeners, and gives employment to forty experienced workmen and one delivery wagon. Their trade territory covers all of

Alberta, Western Saskatchewan and Eastern British Columbia, and requires the services of two traveling salesmen.

Mr. G. N. Bull, the manager of this plant, is a native of Winnipeg and a resident of Calgary about three years.

He has spent his entire business life in this business and knows the details of every branch of the work from the start to the placing of it on the merchants' shelves for the consumer.

He is a member of the Calgary Golf club, our Board of Trade and enjoys a high standing in social and business circles.

The Royal Crown Soaps, Limited, is one of the largest and most important among the manufacturers of this city and

the personnel of the company are all gentlemen of unusually wide range of view, always giving commendable support to all movements designed to advance the commercial influence of this city and community.



THE CALGARY CRUSHED ROCK & GRAVEL CO., LTD.

THE business activities of a metropolitan city like Calgary covers every branch of mercantile endeavor, and a concern worthy of special mention in this review is the Calgary Crushed Rock and Gravel Co., Limited, established about a year and a half ago,

from Indian Head, Sask. Both have been successful in various pursuits prior to starting their present business. Owing to the rapid growth of Calgary they were able to appreciate to some extent the demands of the future for crushed rock and gravel made



with offices at 609 Eighth Avenue West, and plant located in East Calgary, covering an area of about six acres.

They employ twenty-five men and fifty teams.

The members of the company, J. and C. C. Bonnycastle, have been residents of this city for the past nine years, coming here

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imperative by the onward march of building operations. That their forethought was based upon sound judgment is shown by the fact that they are constantly rushed to keep up with the trade.

The company is one of our worthy industries and a factor in the city's development.

WESTERN TENT & MATTRESS COMPANY

AIDING in Calgary's growth and development, and a material contributor in making it the source of supply for the every need of the Northwest, is the Western Tent and Mattress Company, which was established eight years ago, and has been in continuous operation since that time, meeting with increasing success, and a constantly widening trade territory until it has grown to be second to none in the Northwest. They are manufacturers and jobbers of tents, awnings, flags, tarpaulins, camp beds, camp furniture, blankets, and all kinds of canvas goods, which comprise their canvas department, and iron and brass beds, springs, cots, iron couches, mattresses, pillows, blankets, etc., in the bedding department; making a specialty of the "Diamond Eye" brand of mattress which is rapidly gaining a most favorable reputation by both dealer and consumer throughout this great Northwest. The canvas used is the "Alberta wheat" brand and is made exclusively and especially for them by one of the best mills in the country. They are also agents for the Ideal Bedding Co., Limited, of Toronto. The offices and factory of the canvas department are located at 133 Tenth Avenue East, and the bedding department at the corner of Seventeenth Avenue and

Eleventh Street East. Both factories owned and occupied exclusively by this company, comprise one two story building forty by sixty feet, one fifty by sixty feet, and another sixty by ninety feet, the latter a handsome brick structure, and fully equipped with all up-to-date machinery and every appliance used

in this line of manufacture. They are also now building a large two story iron clad warehouse, forty by sixty feet in dimensions, which will give them a total floor space of about twenty-seven thousand square feet.

They employ twenty capable men to assist them, and to represent them throughout their trade territory, which includes Alberta, Western Saskatchewan and Eastern British Columbia.

The members of the firm are P. D. Sprung, and W. A.

Denby. Mr. Sprung, manager of the tent department, is a native of Bellville, Ont., and came to this city nine years ago from New York. Mr. Denby, manager of the bedding department, is a native of Newboro, Ont., and a resident of Calgary twelve years. The company is recognized as one of our most progressive and reliable business firms, always giving most commendable support to all projects designed for the growth and development of this city.



CARLYLE DAIRY COMPANY

AN important factor among those engaged in supplying the metropolitan needs of a city is a first class dairy. In this line Calgary is well supplied, the leaders being the Carlyle Dairy Company, owned and managed by J. W. and T. M. Carlyle. This firm was established in September, 1909, and is located at 228 Fifth Avenue East, where they occupy their own buildings, one, a three story brick, fifty-four by thirty feet in dimensions, and another two story brick building fifty by thirty-two feet in dimensions, and engine room.

They are wholesale and retail dealers in milk, cream, butter and ice cream; their large and increasing patronage requiring the services of twenty-five experienced helpers, and fifteen delivery wagons.

All machinery is of the best make and everything is thoroughly sterilized before being used. Their trade territory extends

throughout Calgary and vicinity, making a specialty of family supplies. Messrs. Carlyle Bros. are natives of Ontario and came to Calgary about two years ago from Montreal where they were

in this same line of business for twelve years. They are among our enterprising and progressive business men, and are deserving of the large patronage they have built up and hold by fair dealings and courteous treatment.

Their plant is said to be one of the best equipped and most modern in the Dominion. "Quality and cleanliness" is the motto of the company, and the matter of strict sanitation is a foremost feature.

Early and late their wagons can be seen all over the city and their pure white appearance with gold lettering never fails to attract the attention of the visitor to Calgary.



INTERNATIONAL HARVESTER COMPANY OF AMERICA.

(Incorporated.)

THIS concern, recognizing the advantageous position of this city, has built up a large and remunerative trade connection throughout Calgary's trade territory, by the establishing of a branch house here, beginning with the season of 1903. The business increased so rapidly that it was found necessary, in 1909, to erect a building, four story and basement, brick, one hundred and twenty-five by one hundred and thirty feet, strictly modern in every respect. The business in this district is under the management of Mr. J. A. Brookbank, general agent. They handle the Deering and McCormick line of farm machinery and binder twine, IHC Engines, Hay Presses, Auto Wagons and Farm Wagons, Oliver and P. & O. Plows.

The territory covered by this branch comprises about one-third of Alberta and all of British Columbia and requires the services of fifty employees.

Mr. Brookbank has been a resident of Calgary for the past five years. He is a business man of superior judgment and ability and as a citizen manifests a most praiseworthy and liberal measure of public spiritedness in all matters concerning the advancement and general good of this city and community.



THE GENERAL SUPPLIES, LIMITED.

AMONG the numerous new firms established in Calgary within the past year is The General Supplies, Limited, located at 1233 Second St. East, under the management of Mr. J. W. Campbell, late managing director of the Alberta Portland

Cement Company, of this city, assisted by Mr. Frank C. Smallpeice, Mr. W. Gale Hulbert and Mr. Frederick Stapells. This company is conducting an extensive business all through this province in electrical machinery and supplies of all kinds, pumping machinery, fire brick, conduits, etc., also handling a full line of waterworks and sewage supplies.

They are the Western Provincial agents for the Packard Electric Company of St. Catharines; the General Electric Company of Sweden; Eugene F. Phillips' Electrical Works, Montreal; Evans, Coleman & Evans, Vancouver, B.C.; John

Inglis Co., Toronto; the Sterling Telephone Co. of London, England, and Stewarts & Lloyds of Glasgow, Scotland, besides handling a large line of specialties which are purchased direct. The management is already contemplating removing to larger quarters, so that the increasing volume of business may be handled with even greater efficiency than it has been receiving in the past.

THE WESTERN FOUNDRY & METAL CO., LTD.

IT IS indeed doubtful if Calgarians realize the importance of this city as a manufacturing, jobbing, and distributing centre. A most important addition to our already large list of manufacturers was made when on January 1st, 1911, The Western Foundry & Metal Company, Limited, was established; located in East Calgary they occupy their own building, a brick structure

with a floor space of 35,000 square feet. They are manufacturers and wholesale dealers in furnaces, boilers, radiators, pipes and fittings, plumbers', steamfitters' and tinsmiths' supplies; sheet metal, building material, tin, Canada plate, galvanized and black iron, making a specialty of hot water and steam boilers, combination steam heaters and ventilators for schools, churches and public buildings; galvanized iron and tin work of all kinds.

Their trade territory covers all of Western Canada. They employ twenty-five to thirty skilled workmen, eight delivery wagons and five traveling salesmen.

The officers of the company are P. S. Woodhall, president; A. J. McWilliam, secretary and treasurer; George A. McKenzie, sales manager. Mr. Woodhall is also president and manager of the Woodhall Metal Company, Ltd.

The company is a member of our Board of Trade, and is regarded as one of our most reliable and progressive concerns, always ready to lend substantial aid in any legitimate movement that has for its object the growth and development of this city and community.



INTERIOR, OFFICE AND SHOW ROOM.

**TEES & PERSSE OF
ALBERTA, LIMITED.**

Manufacturers' Agents.

TEEES & PERSSE OF ALBERTA, LIMITED, are manufacturers' agents to the wholesale grocery and hardware trade, with head office at Calgary and a branch office in Edmonton. Originally both of these points were branches of the firm of Tees & Persse, Limited, Winnipeg, but the development of the Province necessitated the organization of the Alberta company four years ago.

It is the policy of this firm to contribute to local development and to put themselves in position to serve their principals by building modern warehouses in all Western distributing points. In Manitoba, Winnipeg is the home office. In Saskatchewan, there are warehouses and resident staffs at Regina, Saskatoon and Moose Jaw. In Alberta, Calgary and Edmonton are similarly equipped.

In addition to being agents for various manufacturers, Tees & Persse of Alberta, Limited, do an extensive brokerage and commission business at all of the points mentioned and their modern warehouses also make it possible to do storage and handling for various shippers to advantage. Track facilities, ordinary or frost-proof storage, low insurance rates are all available.



**L. F. WILSON & COMPANY,
LIMITED.**

**Wholesale Crockery, China,
Glassware and Lamp Goods.**

CALGARY enjoys a position of prominence as a jobbing center which becomes more and more marked with each succeeding year, and all of the principal departments of wholesale trade are well and extensively represented in the city.

An enterprise of prominence and one which ranks with the foremost wholesale houses of this great Northwest is that of L. F. Wilson & Company, Ltd., wholesale dealers in crockery, china, glassware and lamp goods. This firm was established about three years ago, and is located at 322 to 326 Ninth Avenue West, where they occupy two entire floors—or about eighteen thousand square feet of floor space.

The trade territory of this house covers all of Alberta, Western Saskatchewan and Eastern British Columbia, and requires the services of six employees in the house and two traveling salesmen.

Mr. Wilson has lived in Calgary and the West for the past twelve years and is one of our influential business men, always ready to do his share in any movement that has for its object the growth and development of this community.

AMES, HOLDEN-McCREADY, LIMITED.

Shoe Manufacturers, Exclusive Agents for
Granby Rubbers.

CALGARY is well supported in all lines of trade and at no time in its history has the outlook for rapid advancement in all matters which tend to make a city truly great been more apparent than it is today. Representative houses have made the city known throughout a wide and prosperous section, all of which is now making itself felt in increasing annual trade volumes. A material factor among the manufacturers and jobbers of this city is that of Ames, Holden-McCready, Limited, with E. A. Dagg, local manager. They are shoe manufacturers and exclusive agents for the Granby rubbers. This firm was established in this city in 1905 and in April, 1911, came under the present management.

Located at 411 Eighth Avenue West, they occupy a four story and basement brick building, fifty by one hundred and fifty feet in dimensions. Their trade extends throughout Alberta, Eastern British Columbia, and Western Saskatchewan and requires the assistance of a number of traveling salesmen and twelve employees in the house. Mr. Dagg, who has had fifteen years' experience in this line of business, has been a resident of Calgary for the past six years, coming here from Winnipeg. He is a member of our Board of Trade and is always in the lead in all movements for the betterment of this city and section.

C. H. GRIFFITHS & COMPANY.

Wholesale Dealers in Leather, Harness, Saddles,
Whips, Trunks, Etc.

A PROMINENT firm who are manufacturers' agents and wholesale dealers in leather, harness, saddles, whips, trunks, etc., and who can be counted upon to maintain and advance their present condition, is that of C. H. Griffiths & Company, who established their business here in May, 1907. Their offices and warehouse occupy the second and third floors of a building forty by one hundred and twenty feet in dimensions, at 329 Eighth Avenue West.

They represent J. Eveleigh & Company, Limited, of Montreal, in trunks, bags, etc.; B. F. Ackerman, Son & Company, of Peterboro, in single, carriage, farm and lumber harness, collars, etc.; Storey & Campbell, of Vancouver, in saddles and cowboy outfits; the Champion Shoe Machinery Company, of St. Louis, Mo., and the British American Whip Company, in whips, lashes, etc.

Mr. Griffiths was born in Owen Sound, Ont., and has had twenty-five years' experience in this business.

He came to Calgary nine years ago, is a member of our Board of Trade and takes a deep interest in and contributes to all efforts and endeavors directed toward the development of Calgary.



THE H. ENIDA OLIVE CO., LIMITED.
General Commission Agents.

THIS company was established at the beginning of the year with the object of watching the interests of the manufacturers in this vast territory of the West; controlling advertisements, acting as representatives and official collectors.

The representatives of the firm cover the whole of Western Canada at intervals of six or eight weeks and have won a splendid connection with the trading stores. The directors of the company are H. Enida Olive, manager; Whitson C. Ridgway, and Wm. H. Dickie.

Mr. Olive was born in England; Mr. Ridgway and Mr. Dickie in the U.S.A., and all three have had a lifetime experience in this business.

The company has a spacious warehouse to accommodate agents wishing to store goods for distribution in this territory. Among the many agencies managed by this company are the "Globe" Metal Polish, "Hero" Shoe Polish—sole agents for Canada, Wright's "Health" Underwear. The local office is situated in Room 301 Leeson & Lineham Block, Calgary, and the home office is at Southampton, England.

J. DIAMOND,

Wholesale Wines, Liquors and Cigars.

A CONCERN worthy of especial mention is the wholesale liquor and cigar establishment of J. Diamond, located at 232 Eighth Avenue East, and established six years ago.

Mr. Diamond carries a most complete stock of Scotch and Irish whiskies, rums,

gins, brandies, wines, champagnes, ports, sherries and mineral waters; he also carries a large stock of the finest imported and domestic cigars. Mr. Diamond has been a resident of Calgary for the past twenty-three years, coming here from Ontario; he is a native of Russia, is a member of the A. F. and A. M. and I. O. O. F., and is one of our reliable and enterprising business men.

Mr. Diamond has been president of the local Jewish congregation for the past six years, and is the first Hebrew to locate in this city.

JAMES RICHARDSON & SONS, LTD.
Grain Merchants

WHILE proper space and attention will be allotted all important industries in this review, it is our aim to bring into especial prominence those lines which are in the highest degree characteristic of Calgary's best interests, and foremost among these is the grain business.

As a highly representative example in this field we refer to the old established firm of James Richardson & Sons, Limited, with offices in Suite 512, Grain Exchange. The home offices of the company, located at Kingston, Ontario, were established over fifty years ago, and incorporated two years ago with H. W. Richardson, president; Jas. A. Richardson, vice-president; Geo. T. Richardson, secretary; H. M. Ruttan, treasurer; A. C. Ruttan, Western manager; G. R. Ruttan, assistant Western manager; and W. W. Cummings, manager of the Calgary branch.

Their other offices are located at Winnipeg, the principal Western offices, Toronto, Fort William and Vancouver. They have

agencies at Montreal, Quebec and St. John. They control a large and remunerative business throughout a trade territory covering Alberta and British Columbia, requiring the services of a great many people in the conduct of the business.

Mr. Cummings is a native of Manitoba, and came to Calgary from Winnipeg two years ago. He is a member of the Grain Exchange and is an energetic and progressive business man.

JACKSON BROS.
Bakers.

A CONCERN that supplies a large proportion of the "staff or life" for Calgary's 60,000 people is Jackson's Bakery, located at 815 Fifteenth Avenue West.

The business was established five years ago, and at the address named occupy their own building fifty by eighty feet in dimensions. The house has a complete equipment, in which is included a first class bakery outfit, and bakes the finest quality of bread, making a specialty of "Bermaline," a malt bread, and "Maltine," a white bread. The plant has a capacity of 5000 loaves per day, and supplies a large demand locally and in the surrounding country, their patronage requiring the services of five experienced bakers and five deliverymen.

The members of the firm are William Jackson and G. M. Jackson. Messrs. Jackson Brothers are natives of Scotland, and came to Calgary about seven years ago from Stonehouse, near Glasgow. They have had a lifetime experience in this line of business and are among our most prominent and influential citizens, highly esteemed by all who know them.

GORMAN, CLANCEY & GRINDLEY, LIMITED

Builders' Supplies and Machinery.

IN this review of our commerce it shall be our aim to particularly represent the important concerns whose vast operations have given the city much prestige at home and abroad. Pursuing this policy we must individually mention the firm of Gorman, Clancey & Grindley, Limited.

This firm was originally established the first of the year 1906 as Gorman & Clancey, and the latter part of the same year the present firm was established, with Sam J. Gorman president, S. A. Clancey secretary, and T. M. Grindley treasurer.

The Calgary plant is located at 221-231 Ninth Avenue West, and occupies a two-story metal building fifty by one hundred and sixty feet in dimensions. They also have associate houses at Edmonton, Alta., and Nelson, B.C.

They are dealers in mining, electrical and steam machinery, boilers, engines, hoists and derricks, wire rope, steel rails, contractors' plants, cement, plaster and builders' supplies, with trade territory extending throughout Alberta, Southeastern British Columbia and Western Saskatchewan. The Calgary house employs nine traveling salesmen and twenty-one people in the house.

Among some of the important contracts handled by this firm are furnishing car rails, intersections and complete installation for the Calgary Municipal Railway at a cost of \$400,000, for Edmonton at a cost of \$300,000, Regina at \$80,000, and Moose Jaw at a cost of \$100,000, their total business for last year amounting to nearly \$1,000,000. They also own and control the Canadian Marble Co., Limited, of Marble Head, B.C. Mr. Gorman, the president and general manager of the company, is a resident of Edmonton. He was formerly in the manufacturing and commission business at Chicago. Mr. Clancey, the manager of the Calgary house, has been a resident of this city since the establishing of the business here, coming here from Winnipeg, where he was sales manager for Dunn Bros., wholesale builders' supplies and machinery. Mr. Grindley is a resident of Edmonton and manager of the house in that city. He was formerly with Revillon Bros., of Edmonton.

The firm is a member of our Board of Trade, and the personnel are gentlemen of unusually wide range of view, always giving commendable support to all movements designed for the advancement of this community.



CALGARY SILICATE PRESSED BRICK COMPANY, LIMITED.

AIDING in Calgary's growth and development and a valuable without a personal mention of such a manufacturing plant as The Calgary Silicate PRESSED Brick Company, Ltd.

Established June 1st, 1910, the plant is located at the corner of Eighteenth Avenue and Twenty-Third Street West, with an up-town office and warehouse at 1001 Fourth Street West. The plant is one of the most modern and up-to-date plants in the Northwest, and has a capacity of 22,000 brick per day, utilizing eleven teams and employing twenty-five experienced workmen. The officers of the company are John Breckenridge, president; Thos. Martin, vice-president; G. Silvester, secretary, treasurer and managing director.

This company purchased the Calgary Lime and Cement Co., Limited, and are wholesale and retail dealers in wood fibre and hard wall plaster, Crows Nest and Kananaskis lime, plasterers' hair and plaster paris in mixed car lots; also vitrified sewer pipe and extras. Their trade covers Calgary and Alberta.

Mr. Breckenridge is one of the largest railroad contractors in the Northwest, and is a thoroughly reliable and progressive business man.

Mr. Silvester is one of our enterprising and foremost business men, always giving substantial aid in any legitimate enterprise that has for its object the growth and development of this community.

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DONNELLY, WATSON & BROWN CO., LTD. Manufacturers' Agents, Importers & Jobbers



CALGARY SILICATE PRESSED BRICK CO.

THIS review of our commercial industries would be incomplete factor in extending the name and fame of the city over a wide area of country as the source of supply for the every need of the Northwest is the firm of Donnelly, Watson & Brown, Ltd., manufacturers' agents, importers and jobbers, with houses at Calgary, Edmonton and Vancouver.

This firm was established and incorporated January 1st, 1907. The officers are F. C. Watson, president; C. A. Campbell, vice-president; G. W. Bingham, secretary; F. C. Brown, managing director.

The Calgary house is located at 224 Eleventh Avenue West, is a three story and basement brick building, forty by one hundred and twenty feet in dimensions, owned and occupied exclusively by this company and is under the management of Mr. F. C. Brown.

They have the exclusive agencies for Ridgway's teas and coffees, the Litster Pure Food Co. products, "Kootenay Brand" jams and jellies, H.P. sauce and pickles, McVitie & Price biscuits, Moir's, Cadbury's and Clarnico confectionery, Sanataire System soda fountains, J. Hungerford Smith Co.'s crushed fruits and fountain syrups, Hubbard portable bake ovens, bakers' and confectioners' supplies, silent salesmen, etc.

Their trade territory covers Alberta, Saskatchewan and British Columbia, and requires the services of forty employees, including ten travelling salesmen.



SOME OF CALGARY'S MANUFACTURERS AND JOBBERS

THE APPAREL SERVICE CO.

Dyers and Cleaners.

THIS business was established August 19th, 1911, in room 15 Cadogan block, but soon outgrew these quarters, and in less than a month took room 28. Mr. Fred Wolff, the proprietor, realizing the possibilities for a still greater business in this line, started on October 1st, establishing agencies throughout the city, and November 1st had twenty-five, and by January 1st, 1912 expects to have one hundred agencies, covering every part of the city. On October 1st the Wynn Tailoring Company, a high-grade tailoring establishment, was organized at 716 Second Street East—suite 23—and on November 1st this branch was employing eleven first-class tailors. Another branch of this company known as Southwest Branch No. 3, was opened November 15th, 1911, at 233 Seventeenth Avenue West, comprising a large store and basement equipped with the most modern and up-to-date dry cleaning machinery, including a \$1,000 pressing machine, and suits are pressed "while you wait." Mr. Wolff has also leased a store in the new building, corner of Seventh Avenue and Second Street West to be completed February 1st, 1912, where he will install the most modern and up-to-the-minute plant in Western Canada.

The total number of people employed at present is eleven tailors, five pressers, three repairers, two dry cleaners, bookkeeper and errand boys; twenty-four in all.



THE M'CLARY MANUFACTURING CO.

AMONG the important manufacturers of this city none are better or more favorably known than The McClary Manufacturing Co., whose head office and factory is at London, Ontario, with branch houses at Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Saskatoon and Calgary, the latter established in this city in January, 1909, and located at the corner of Eighth Avenue and Sixth Street West, where they occupy their own building, a three story and basement brick structure fifty by one hundred and twenty feet in dimensions.

They are manufacturers of stoves, tinware, enamelware, galvanized iron ware, tinnery supplies, etc., making a specialty of the well-known McClary stoves and steel ranges.

The trade territory of this house extends throughout Alberta, and requires the services of a number of traveling salesmen and fifteen employees in the house.

The officers of the company are: John McClary, president; W. M. Gartshore, vice-president; J. K. H. Pope, secretary; with D. George Clark, manager of the Calgary house. Mr. Clark, who has had fifteen years' experience in this line of business, has recently been transferred from the St. John branch. He is a member of our Board of Trade and is recognized as a progressive business man.



JOHN M'CLARY, President McClary Manufacturing Co.

COUPLAND SCHOOL OF SHORTHAND AND TYPING.

THE educational facilities of Calgary are conceded to be second to no city of its size in the Dominion, there being five institutions of higher learning besides a dozen or more public schools that rank with the very best of the kind anywhere. There are also creditable institutions for the training of young men and women for business careers, and to fit them for the requisites of the modern-day vocations in the commercial world.

The pioneer business college of Alberta, and one which has equipped more students than any other single institution in the Province, is the Coupland School of Shorthand and Typing, owned by Mr. Wm. H. Coupland, formerly proprietor of the Calgary Business College, which gives instruction in shorthand, typing, bookkeeping and general commercial subjects.

This school is located at 109 Fourteenth Avenue West, and each department is under the personal direction and supervision of William H. Coupland, proprietor and principal, who is considered one of the most capable instructors in Western Canada. The motto of the school is "The Success of the Student," and no pains or expense is spared to make the courses as rapid as conditions will warrant in a thorough and complete training, and the fees are very reasonable.

The building is owned by Mr. Coupland and is well equipped with all modern conveniences.

CROWN LUMBER COMPANY, LIMITED

CALGARY is fortunate in being the headquarters of several large companies which, while operating at outside points, have their head office in the city, and conduct all their buying, financing and managing here. The Crown Lumber Company, Ltd., is an example of this. As the largest retail lumber concern in Western Canada, operating 52 lumber yards, of which

that a trainload of material is consumed every other day in taking care of their requirements. Their local employees number some 45, with some 160 at outside points. The company is a large purchaser of supplies locally, and they have a large local investment in their two yards, which carry the largest exclusively retail lumber yard stocks in the city. The officers of the company,



Completely enclosed shed of Crown Lumber Co.'s West End Calgary yard, specially built to give complete protection to high-grade finish, flooring, etc.

two are in Calgary, a large staff is maintained in Calgary, and a large sum of money is annually handled through this city. Their road superintendents all have their residence here, and many travellers are brought to the city in order to solicit their business. As evidence of the magnitude of this trade it should be noted

all residing in Calgary, are: James W. Davidson, president; Roy B. Wheeler, secretary-treasurer; G. W. Harnwell, general superintendent; Wallace Zweiner, office manager; E. T. Chritchley, auditor Northern yards; D. J. Doran, auditor Eastern yards; S. C. Chase, auditor Southern yards.

A. M. TERRILL

Florist.

CALGARIANS have no need of an "agitation" or any organized movement to impress upon them the duty of attractive home surroundings, as their homes bear evidence. The smooth fresh turf of the well kept lawns, the wealth

of flowers blooming everywhere make the residence portion of our city most delightful.

One of the strongest factors in the beautifying of Calgary has been A. M. Terrill, Florist. For eight years he has supplied the people with house and garden plants and cut flowers of all kinds.

The office and salesrooms are located at 714 Second Street West, and the greenhouses comprise four acres of ground at 1803 Ninth Avenue East.

They carry a comprehensive stock of everything in the floral line, including house and garden plants. Twenty-five experienced men, who know thoroughly how to do their work, are employed by Mr. Terrill, also three delivery wagons, including one automobile for special delivery. The plant is one of the largest and finest of its kind in the Northwest, and guarantee whatever they send out to be the best to be found. He makes a specialty of wedding bouquets, floral designs and funeral flowers, for local and out-of-town orders.

In the supply of outside demands, Mr. Terrill has a trade which extends throughout Alberta, Saskatchewan and British Columbia. Orders by telephone, telegraph or mail receive prompt attention, and the excellent judgment exercised and the first-class quality of stock sent has gained for them the implicit confidence of customers.

Mr. Terrill has had a lifetime experience in this business. He came to Calgary eight years ago from Picton, Ontario, his native home. He is a prominent Mason and Odd Fellow, and has been a pre-eminently valuable aid in the city's advancement to a higher plane of development.



A. M. TERRILL'S
GREENHOUSE — IN-
TERIOR OF STORE,
714 SECOND ST. WEST



RICHARDS BROS. CO., LTD.

Lumber Manufacturers, Planing Mills and Building Contractors

IN every city there are certain commercial, industrial and manufacturing concerns whose importance, success and high character constitute an essential element in the growth and advancement of the city in which they are located, and to which residents of the city refer with a degree of pride in reviewing the important lines of trade and commerce.

One of the truly great industrial enterprises of Calgary is the Richards Bros. Company, Limited, established eight years ago, and incorporated in 1910, with George S. Wayman, president; William J. Richards, secretary-treasurer; James Richards, vice president; William Richards and E. A. Faulkner. The company owns a large and up-to-date planing mill (picture of which is shown on this page), located at Ninth Avenue and Fifteenth Street West, and a saw mill at Morley, Alta., forty miles west of Calgary.

The paid-in capital of the company is \$50,000, and aside from conducting the above-mentioned industries, they are recognized

as among Calgary's foremost building contractors, and during 1911 they have erected some of the most important buildings in the city, including the Baptist church and parsonage, the

handsome T. J. S. Skinner residence—pictures of which are shown elsewhere in this book—the Great West Liquor Company's warehouse, Traunweiser garage, Ideal Laundry building, the Graham residence, and a dozen other structures of almost equal prominence.

Mr. George S. Wayman is manager of the planing mill, while W. J. Richards has charge of the contracting branch of the business, and James Richards superintends the work at the saw mill. All three gentlemen have had long experience in their respective departments and

the result is a highly gratifying and successful business.

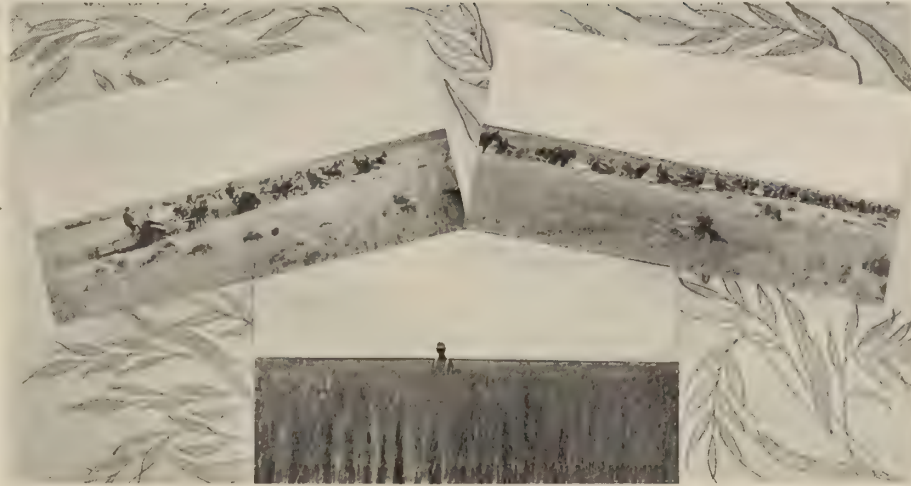
On an average the Richards Bros. Company employs 125 men, and their pay-roll will aggregate \$2,500 a week, and therefore they add much to the growth and prosperity of the city.



CITY PLANING MILLS—George S. Wayman, Manager.

MASSEY-HARRIS CO., LIMITED.

A LEADING distinction enjoyed by Calgary in the commercial sense arises from its position as one of the foremost distributing centres for farm machinery and implements in the North-west. So important is the position of this city that many of the leading manufacturers have located branch houses here, and among those represented one of the oldest and most favorably known is the Massey-Harris Company, Limited, whose head offices are at Toronto, with factories at Toronto, Brantford and Woodstock, who established their branch in this city ten years ago, with office and warehouse located at the corner of Ninth Avenue and First Street West, where they occupy their own building, a two-story brick structure one hundred by one hundred and twenty feet in dimensions. This company was established about twenty-two years ago at Toronto, and is one of the largest manufacturers of farm machinery and implements of all kinds in Canada. They also have branch head offices at Moncton, N.B., Montreal, Toronto, Winnipeg, Regina, Saskatoon, Edmonton and Calgary, the latter being the head office for South Alberta, this branch being in charge of A. W. Trickey, who has been connected with the Alberta branch for the past seven years, coming here from the head office at Toronto. One hundred and thirty-seven employees, including eighty-five local agents, are required in handling the large trade enjoyed by this house. They are well and favorably known throughout their trade territory for their reliability and liberality in all their business dealings.



WHEAT, AND THE WAY IT IS HARVESTED IN ALBERTA.

PARISIAN DYE WORKS.

A HIGH-CLASS dye, cleaning and pressing establishment is a necessary adjunct to the metropolitan needs of a city like Calgary, and by this we mean an institution conducted under experienced management, with ample equipment, and catering to the best class of trade at fair prices for good service and thoroughly satisfactory work.

In this city a concern that has all of these requirements is the Parisian Dye Works, located at 102 Seventh Avenue West, and established about two and a-half years ago by Mr. A. L. Hirbour, who sold out

in June, 1911, to Mr. J. S. Speerstra, who has had many years' practical experience in this line of business, coming to Calgary in 1909 from Idaho.

The Parisian is equipped with all the latest improved machinery for turning out promptly all kinds of dry cleaning, and its rapidly growing trade is the best evidence of the superior quality of its work. Twelve capable employes are required in the various departments of the business. A quick delivery system is maintained, and when phone 3940 is called the response is immediate and satisfaction is assured.

Mr. Speerstra is a native of Wisconsin. In every respect he is a live wire and his success is the result of energy and straightforward business methods. He is half owner in Dundurn Park subdivision, three miles north of the business district.

PROVINCIAL LUMBER AND SUPPLY CO., LIMITED

Wholesale and Retail Lumber and Builders' Supplies

THE general growth of the commerce of Calgary is well illustrated in the scope and magnitude of its great lumber trade, which is one of those leading and staple departments of mercantile endeavor which gauge the average prosperity of a community. This branch of trade is well represented in Cal-

plies. They do a large wholesale and retail business throughout Calgary and Alberta.

The members of the firm are: S. Spafford, president; R. H. Pope, vice-president; and J. T. Bennoch, manager and secretary. Mr. Spafford has been a resident of Calgary for the past thirty



gary, one of the principal firms being the Provincial Lumber & Supply Co., Limited. This firm established business in March, 1911, having their head office in the Bourne Block, 14th Street West, and yard on 10th Avenue West, carrying at all times a complete stock of lumber, building material of all kinds, and builders' sup-

plies, and is one of our prominent and influential business men. Mr. Pope, although but a short time a resident of Calgary, has already gained a position of prominence among the business men of the city. Mr. Bennoch has been a resident of Calgary for the past three years; his experience in this business covers a lifetime.



New Home of The Herald-Western Co., Ltd., Printers, Lithographers, Embossers, Engravers, Bookbinders.

The Merchants' and Manufacturers' Record was printed by The Herald-Western Co., Ltd. Those interested are invited to inspect the new plant where the most perfect equipment and facilities will enable the company to tender its services to more customers desiring work of the "better quality."

NATIONAL DRUG AND CHEMICAL CO. OF CANADA, LIMITED.

CALGARY enjoys a position of prominence as a jobbing centre which becomes more and more marked with each succeeding year, and all of the principal departments of wholesale trade are well and extensively represented in the city. An enterprise of great prominence and which ranks with the foremost wholesale houses of the Northwest is the



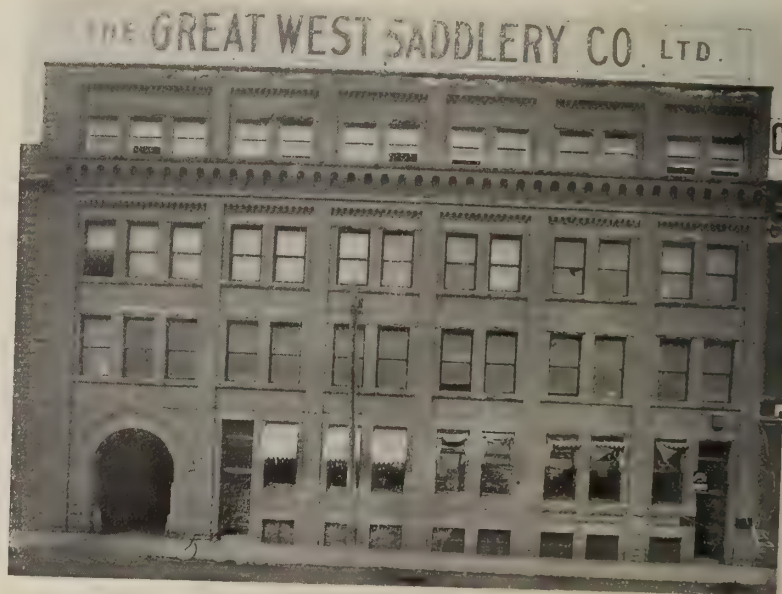
National Drug and Chemical Company of Canada, Limited, whose head office and plant is in Montreal, who established their house in this city in 1906; located at the corner of Seventh avenue and Third street west, they occupy their own building, a three-story and basement brick structure, seventy by seventy-five feet in

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dimensions. They are exclusive wholesale druggists and manufacturers of the celebrated Na-Dru-Co. line of medicinal and toilet articles.

This house is under the management of C. R. Stanley, and their trade extends throughout Alberta and British Columbia, and gives employment to eighteen people, including traveling salesmen.

Mr. Stanley, whose experience in this line of business covers a lifetime, has been a resident of Calgary for the past nine years. He is a member of our Board of Trade and enjoys a high standing in social and business circles.



SKEAD LUMBER COMPANY, LIMITED

Wholesale and Retail Lumber Dealers

THE Skead Lumber Company, Limited, wholesale and retail lumber dealers, located at 1018 Ninth Avenue West, with uptown office at 222 Eighth Avenue West, was established May 1st, 1911, with S. A. Skead managing director and treasurer. Their trade territory extends throughout all of Alberta.

Mr. Skead has been a resident of Calgary for the past eight years, coming here from New York City. He is also largely interested in real estate in this city, buying and selling his own property exclusively.

He is a member of our Board of Trade and Builders' Exchange and is recognized as one of our influential business men.



WESTERN SUPPLY COMPANY.

THE object of this review is to briefly mention every industry, and to show the outside world what we as a people are doing today.

All lines of trade are represented here, and especially is this true in the line of builders' supplies. A firm worthy of particular mention in this line is the Western Supply Company, established about two years ago, with offices in room 7 Crown block.

The members of the firm are R. S. Carter and A. C. Mather. They are dealers in building material of all kinds and contractors' supplies; are sales agents for the Quinlaw-Carter, Limited, operating Glenbow Quarries; and agents for the Standard Paint Co. of Canada and the Pedlar People, Limited, of Oshawa. Their trade extends throughout Alberta and part of British Columbia, and requires the services of three experienced salesmen.

EDGAR & PALMER.

Commercial Jobbers.

THE industries of this city are diversified and cover nearly every field of production. A firm of special prominence is that of Edgar & Palmer, wholesale paper dealers, etc., who established business in this city about two years ago, and are located with office and warehouse at 325 Eighth Avenue West.

They are jobbers of building and wrapping papers of all kinds, with a trade territory extending throughout Alberta. The members of the firm are J. G. Edgar and J. A. Palmer. Mr. Edgar, who has had five years' experience in this business, has been a resident of Calgary for the past fourteen

years, coming here from Chatham, N.B. He is a member of our Board of Trade and is recognized as one of our enterprising and energetic business men. Mr. Palmer has had a number of years' experience in this business, and came to this city ten years ago from Maple Creek, Sask.

C. F. WHITLOCK

**Baker, Confectioner and Fruit Dealer,
Candies and Ice Cream.**

CALGARY enjoys a position of prominence as a trade center which becomes more and more marked with each succeeding year, and all of the principal departments of retail trade are well and effectively represented in the city. Especially is this true of all branches of food supply.

One of the leading and most important of these is that of C. F. Whitlock, baker and confectioner. This business was established two years ago, and is located at 111 Eighth Avenue East, with two branch bakeries, one in Seventeenth Avenue West and one in Westmount. They have the latest and most modern improved equipment, including a first-class bakery outfit, and bake the finest quality of bread, cakes and pastry, making specialties of wedding cakes and all kinds of fancy pastries, their large trade requiring the services of twenty-five experienced employees. They also carry a complete line of confectionery, candies, fruit, and serve ice cream and soft drinks.

Mr. Whitlock has had many years' experience in this line of business; is a native of Farnham, Quebec, coming to Calgary from Manitoba four years ago. He is recognized as a reliable and progressive business man.

KAISER CIGAR CO.

Manufacturers of High Grade Cigars.

THE Kaiser Cigar Co., manufacturers of high grade cigars, is located with office and factory at 504 Meredith Avenue, Riverside.

This business was established about one year ago, and at the address named occupies ample floor space for the conducting of their business. They employ a number of skilled cigar makers and are manufacturers of the celebrated "Lyra" and "Old Timer" cigars, for which they have a large local and outside trade.

The members of the firm are J. E. St. Pierre and C. Kaiser. Mr. St. Pierre has had fifteen years' experience in this business and came to Calgary four years ago from Winnipeg. Mr. Kaiser has been a resident of this city for the past ten years. He has had a number of years' experience in the cigar business. They are members of our Board of Trade and are well and favorably known in the community.

THE CALGARY PRODUCE COMPANY.

ONE of the oldest and most reliable among the wholesalers of this city is the Calgary Produce Company, located at the corner of Tenth Ave. and First Street East and established about five years ago, wholesale produce and provision merchants, making a specialty of butter, eggs and poultry. W. E. Strickland, sole owner and manager.

Their trade territory includes Alberta and British Columbia and requires the services of a number of people in the house and on the road.

Mr. Strickland is well known throughout this section as an honorable business man and thoroughly reliable in his business dealings.



THE CALGARY GREENHOUSE

THAT the people of this city and surrounding country appreciate the artistic and beautiful, as well as the necessities of life, is evidenced in the fact that they support some of the largest greenhouses in the country. One of the oldest and most reliable of these is the Calgary Greenhouses, established about fifteen years ago and located at Rideau Park, west of the Mission bridge, and covering an area of about two and a half acres, with eleven thousand square feet under glass; and carrying a most complete stock of cut flowers, bulbs, house plants, and in fact everything in the floral line; making a specialty of floral designs for weddings, funerals, and all occasions, executed



in a thoroughly artistic manner. Their motto is "The best product at a reasonable price." Their up-town office is in the old Cushing block at the corner of Twelfth Avenue West. They have local and long distance telephones, and all out-of-town orders receive prompt and personal attention; and the excellent judgment used in sending out first-class goods on all out-of-town orders has gained for them an enviable reputation as a reliable firm and honourable in all their business dealings, and they have the implicit confidence of the people of this community.

THE BRITISH AMERICA PAINT CO.

CALGARY'S importance as a distributing centre is fast being recognized and branch houses of a number of the large manufacturers are located here. Important among these is the British America Paint Co., of Victoria, B. C., and Calgary, who established their house in this city in 1907, with Geo. Doherty,



manager. Located at 516 Ninth Avenue West, they occupy their own building, a two story and basement brick structure, twenty-five by one hundred and thirty feet in dimensions. They are manufacturers and exclusive Calgary agents for the celebrated Bapco Paints and Varnishes.

The trade of this branch covers all of Alberta and requires the services of a number of traveling salesmen and 5 local employees.

Mr. Doherty, the manager of this branch, has been a resident of Calgary six years, coming here from Ontario. He has had a number of years' experience in this line of business and is recognized as one of our enterprising and progressive business men.

THE FORD MOTOR AGENCY, LIMITED.

A FIRM taking a prominent part in the business activities of this city is that of The Ford Motor Agency, Limited, established about one year ago, and located at 131 Eleventh Avenue East, where they occupy a one and a half-story building fifty by one hundred and twenty feet in dimensions.

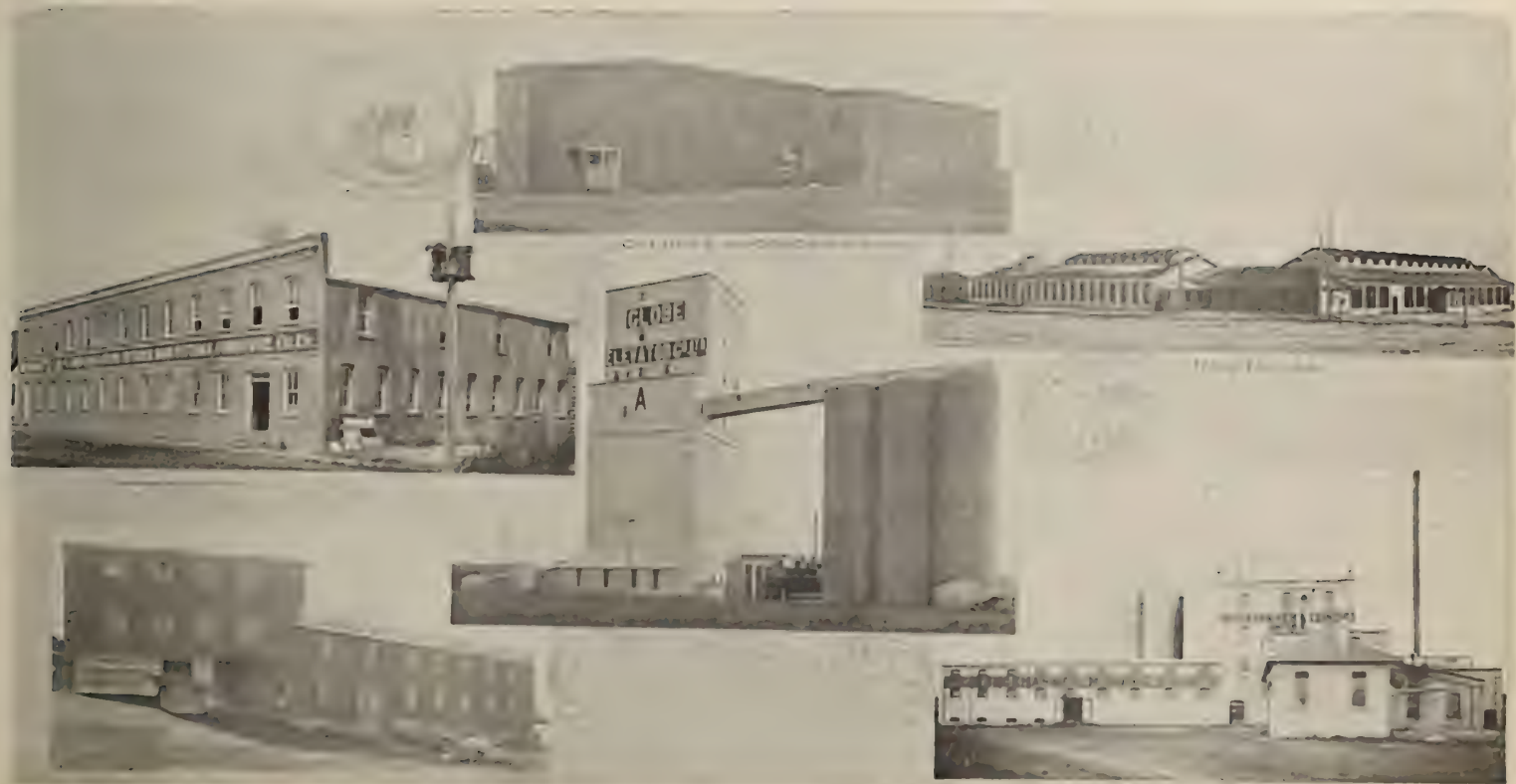
They are Distributing Agents for Alberta of the well-known Ford Automobile, and carry a complete line of automobile sup-



Interior Ford Motor Agency, Ltd.

plies and accessories. They also operate a first-class garage, thoroughly equipped for handling every phase of the automobile retail and wholesale business, and employ a staff of competent and courteous mechanics and demonstrators.

The members of the firm are: George F. Tull, president; H. J. Madill, vice president, and H. C. Hersey, secretary and manager, all energetic business men and of excellent standing in business circles. Mr. Hersey has had several years' experience in the automobile business, having been connected with The Ford Motor Company at their eastern branches, and with his knowledge of the Ford car will no doubt be able to make the Province of Alberta a stronghold for "Fords."



SOME OF CALGARY'S MANUFACTURERS AND JOBBERS

RICHARD B. BENNETT, K.C., M.P.

A SOUVENIR book of Calgary would certainly be incomplete without individual mention of some of its leading citizens, and especially those men who have been instrumental in the social and commercial upbuilding of the community.

Mr. R. B. Bennett, K.C., M.P., has for the past fourteen years been identified with every public movement that had for its object the betterment of the Province and city. Being a barrister of exceptional ability and a man of rare attainments, there is no gainsaying the fact that his influence in the development of Alberta and Calgary has left an impress upon those who know him best that can never be effaced.

Coming to this city from New Brunswick, his native Province, he became associated with Hon. James A. Loughheed, K.C., in the practice of his profession, and the firm of Loughheed & Bennett, barristers, solicitors and notaries, has today the reputation of being one of the very leading law partnerships in Western Canada. They are solicitors and counsellors for some of the largest corporations in the Dominion, including the Hudson's Bay Company, the



Ensign
Richard B. Bennett
1911.

Bank of Montreal, the Canada Life Assurance Company, and many others of prominence. Until recently Mr. Bennett was also solicitor for the Canadian Pacific Railway.

Mr. Bennett's political career began in old Territorial days, when he sat as a member for West Calgary in the Territorial Assembly. In 1909 he became a member of the Legislative Assembly in the new Province, a position which he resigned last fall to enter upon more important duties in the wider sphere of Dominion politics. He was the candidate of the Conservative party in the last Federal election, and carried the constituency of Calgary by 2,855 over the Liberal candidate.

Mr. Bennett was chosen to move the reply to the address from the throne at the convening of Parliament at Ottawa in November of this year, and his speech will long be remembered as a forceful and eloquent effort.

Mr. Bennett is one of Calgary's leading investors. He is largely interested in city property, and president of the following concerns; Rocky Mountains Cement Company, Ltd.; Calgary Power Company, Ltd.; and the Security Trust Company, Ltd.

CALGARY POWER COMPANY, LIMITED

A CORPORATION that doubtless means more than any other to the citizens of Calgary, and one whose investment equals that of most any local concern in the Province, is the Calgary Power Company, Limited, with offices on the sixth floor of the Leeson & Lineham block, and main plant on the Bow river, 50 miles west of this city.

This enterprise began construction two years ago, and on the first of May last commenced furnishing the electrical supply for the city of Calgary, and for the Canada Cement Company's plants at Exshaw and Calgary. This power is used by the municipality in operating the street railway and furnishing light for the city, besides a considerable amount is resold by the city to private concerns.

At the present time Calgary consumes about 3,000 horse power, which amount will be increased as the demands require, and it is expected that by the first of March, 1912, at least 4,000 horse power will be taken. Prior to making the contract with the Calgary Power Co., Ltd., it cost the city, according to reliable authority, approximately \$70.00 a year per horse power in generating power by steam process. Under the present arrangement the city pays \$30.00 per year. Minor fixed charges makes the total cost somewhat higher than this sum, but in the end the saving to the municipality through the agreement with the Calgary Power Company will amount to at least \$100,000 annually.

The plant now has a capacity of 13,500 horse power, but within the next few months, when all the machinery is installed, this will be increased by at least 6,000. The pictures on this page gives an adequate idea of the plant and dam, which has a 73-foot head. It is equipped with two Jens-Orten boving 3,750 horse power turbines directly connected to two 2,500 K. V. A. generators, and one Wellman-Seaver-Morgan 6,000 horse power turbine connected to a 4,000 K. V. A. generator. The company will ultimately be in position to supply electric power to every concern within a radius of fifty square miles.



The officers of the Calgary Power Company are: R. B. Bennett, K.C., M.P., president; H. S. Holt, Montreal, vice president; Fred C. Clarke, Montreal, secretary, and W. D. Fleet, Calgary, manager. The directorate is composed of R. B. Bennett, K.C., M.P., Calgary; A. E. Cross, Calgary; W. H. Hogg, Calgary; H. S. Holt, Montreal; C. C. Giles, Montreal; H. A. Lovett, Montreal; W. M. Aitken, London; E. R. Wood, Toronto. They employ about fifteen men in the operating department at the main plant and the transforming stations at Exshaw and Calgary. The current is transmitted at 12,000 volts to the former station and at 55,000 volts to Calgary.

THE ROCKY MOUNTAINS CEMENT COMPANY, LIMITED

THE manufacturers of this city are diversified and cover almost every field of production. It may be truthfully said that Calgary is the home of some manufacturing institutions whose vast operations give the Alberta metropolis much prestige at home and abroad.

One of the most important of these is the Rocky Mountains Cement Company, Limited, whose head office is in suite 312 Leeson-Lincoln block, with plant located at Blairmore, Alta. This company was established and incorporated in 1907, and since the day it began operations the company has had a demand for more of their product than they could supply. This condition has made it necessary to greatly increase the capacity of the plant, and it is said that by early spring, 1912, their output will be doubled, amounting then to approximately 1,000 barrels daily. The plant now turns out about 500 barrels a day and the payroll of the company will average \$7,000 per month.

The factory at Blairmore, which is shown on this page, covers nearly 20 acres of ground, and consists of large engine and boiler rooms, kilns, mills, dryers, electric light plant (which also supplies light for the town of Blairmore), warehouse, store-room, and ponderous grinding machinery.

The brand of the company is the celebrated "Crow's Nest" lime and cement—"Enduring as the Ages"—which is well and favourably known throughout their trade territory, covering Alberta, British Columbia and Saskatchewan. Thousands of barrels of the "Crow's Nest" brand have been used on the mammoth C. P. R. power dam at Bassano.

The officers of the Rocky Mountains Cement Company, Ltd., are: R. B. Bennett, K.C., M.P., president; W. Barrington Reilly, vice president and managing director, and G. G. Harris, acting secretary-treasurer. The board of directors consists of R. B. Bennett, K.C., M.P.; W. Barrington Reilly and E. Hart Nichols, B.L. The company is a member of our Board of Trade and a strong and progressive industrial enterprise.



Rocky Mountains Cement Company's Plant at Blairmore.

THE SECURITY TRUST CO., LTD.

205 Eighth Avenue West, Calgary, Alta.



BOARD OF DIRECTORS:

President

R. B. Bennett, K.C., M.P.,
President of the Rocky
Mountains Cement Co., Ltd.;
President, Calgary Power
Co., Ltd. Calgary, Alta.

Vice-Presidents

P. Burns, Esq., President, P.
Burns & Co., Ltd., Calgary;
President, Calgary Gas Co.,
Ltd.; Director, Northern
Trusts Co., Winnipeg.
Calgary, Alta.

William Georgeson, Esq., President, George-
son Co., Ltd., Wholesale Grocers; Direc-
tor, Standard Trusts Co., Winnipeg.
Calgary, Alta.

Treasurer

W. M. Connacher, Esq., Banker.
Calgary, Alta.

Secretary & General Manager

R. W. Ball, Esq. Calgary, Alta.

Directors

A. J. Sayre, Esq., President, Calgary Colon-
ization Co., Ltd. Calgary, Alta.
John Lineham, Esq., Capitalist,
Okotoks and Calgary, Alta.
I. K. Kerr, Esq., President Calgary Milling
Co.; President, Eau Claire and Bow River
Lumber Co.; President, Calgary Water
Power Co. Calgary, Alta.
Clifford B. Reilly, Esq., Barrister, etc., Direc-
tor, Franco-Canadian Mortgage Co., Ltd.,
Calgary, Alta.
J. A. Anderson, Esq., Financial Broker,
Winnipeg, Man.



INTERIOR VIEW.

Dr. Paul Faber, of Faber & Co., Calgary,
New York and Rotterdam; General Colon-
ization Agent, C.P.R. Co.; Director, Rot-
terdam-Canada Mortgage Bank; Director,
Western Agencies & Development Co.,
Ltd.; Director, Windermere Orchards Co.,
Ltd., Windermere, B.C. Calgary, Alta.
I. S. G. Van Wart, Esq., Sheriff,
Calgary, Alta.
J. T. Macdonald, Esq., Merchant,
Calgary, Alta.
W. R. Hull, Esq., Capitalist.... Calgary, Alta.
Richard Secord, Esq., President, McDougal &
Secord, Ltd., Bankers and Fur Dealers,
Edmonton, Alta.
J. H. Morris, Esq., Director, A. McDonald &
Co., Ltd., Wholesale Grocers, Edmonton,
Winnipeg, etc. Edmonton, Alta.
G. R. F. Kirkpatrick, Esq., Banker,
Edmonton, Alta.
Fred W. Downer, Esq., Capitalist,
Lethbridge, Alta.
Jas. M. Douglas, Esq., M.P., Merchant,
Strathcona, Alta.

Acts as Trustee, Guardian, Administrator, Executor, Receiver, Liquidator, Assignee and Transfer Agent.

CLAUDE B. REILLY,
Barrister.

OUR barristers have been with the foremost promoters of the city, and one given distinguished service. Mr. Reilly, who established in 1903. Mr. Reilly was Quebec, and received Laval University of in active practice s, during which time any important cases, and which any man His clear and argument, his important points of become familiar his natural ability each case in all its bearings.

his offices in suites 5 k. and is associated in brother, John D. Reilly, of the bar in Alberta, Quebec, a senator in the y, and is in every way of his profession, and

AITKEN & WRIGHT.

THE legal constituency of Calgary is of wide reputation as a body of able and distinguished men and ranks with the most progressive cities of North America.

who reflect honour upon n is the firm of Aitken isters, solicitors and notaries. Alberta block, suite 3 which comprise six large, elegantly furnished rooms, including reception rooms and private offices.

The firm was established in August, 1906, and is composed of R. T. D. Aitkin, LL.B., and C. A. Wright, B.C.L.

They take special interest in large corporations or any industrial movement which has for its object the advancement of Calgary and Alberta.

Mr. Aitkin is a native of New Brunswick and a graduate from Dalhousie College, Halifax, N.S. He has been in the practice of law for the past fifteen years, coming here from Montreal three years ago. He is captain of No. 14 Company of the Canadian Army Service Corps, a member of the Masons, and enjoys a high social and business standing. Mr. Wright is a native of Picton and a graduate of Trinity University of Toronto, and the Osgood Hall of Toronto. He has been practicing law for about ten years, coming here from Toronto five years ago. He is a member of the Masons, K. of P., and is prominent in social and business circles.

JOHN J. PETRIE, Barrister and Solicitor.

MR. JOHN J. PETRIE came to this city about a year ago, and occupies offices in the Thomson block, suite 8. He is a native of Edinburgh, Scotland, and studied at Edinburgh University, class of 1896. In the fifteen years of his practice he has devoted himself faithfully to the interests of his clients, and has proved equal to their protection upon every occasion, and dares to stand by his convictions.

His professional training is broad and adequate and he is one of the best read men in the Province, owning a well selected and comprehensive library.

GILLIS & MacDONALD, Barristers, Solicitors, Notaries, etc.

AMONG the law firms who reflect honour upon our city are the members of the firm of Gillis & MacDonald, who established a partnership November 1, 1910, and are located in suite 7 in the Clarence block.

This firm comprises H. E. Gillis and J. J. MacDonald. Before its establishment Mr. Gillis had already acquired an extensive practice here, having come here in 1904. He is a graduate of St. Francis Xavier of Nova Scotia. His talent and culture have made him a conspicuous figure in the public life of every community of which he formed a part.

He was formerly a resident of Annapolis Royal, N. S., where he not only held an important place in the profession, but was mayor of the city for three years. He has been city clerk of Calgary for six years. Mr. Gillis is well known in the courts as a pleader of rare skill and force.

He is a Past and Deputy Grand Master of Grand Lodge of Masons for Nova Scotia, and Past Grand High Priest of Royal Arch Chapter of said Province, and major of No. 14 Army Service Corps of Calgary.

Mr. J. J. MacDonald has been a resident of Calgary for the past year. He graduated at Princeton, N. J. He is widely read in his profession and keeps in the advance guard of progress in legal thought.

The firm's record since its establishment has been one of gratifying success.



RESIDENCE OF HON. J. A. LOUGHEED, K.C.

C. WINFIELD MATHESON, B.A.
Barrister, Solicitor, Notary and Commissioner.

OUR legal profession embodies admirably those qualities which are so active in promoting a rapid and healthy growth to this city, and one of the ablest of its younger members is C. Winfield Matheson, B.A., who has been established here for the past two years.

Mr. Matheson has his offices at 227A Eighth Avenue East, and is engaged in a very successful general practice.

He was born in Charlottetown, Prince Edward Isle, and is a graduate of the Dalhousie University of Halifax, N. S. The reputation he has built up has a solid basis of ability and earnest and telling work. He keeps himself well informed on the legal topics of the day and is an active and thorough student.

NICHOLS & SAVARY,
Barristers, Solicitors, etc.

REMUNERATION and honours are here, for those who are worthy of them; and the members of the law firm of Nichols & Savary have demonstrated beyond doubt their claims to them.

The law firm of Nichols & Savary was established in April, 1909, and consists of E. Hart Nichols and H. P. Otty Savary. They occupy suite 3 and 4 in the Elma block.

Mr. E. Hart Nichols, the senior partner, was born in Nova Scotia. He graduated

at the Dalhousie Law School and came to Calgary about nine years ago. His talent and experience found a wide field,



Provincial Telephone Building.

and he has established himself as one of the best barristers in the city.

Mr. H. P. Otty Savary, the junior mem-

ber of the firm, is a native of Nova Scotia. He is a young man of great promise and possesses in a large measure that tenacity of purpose which go to make a successful barrister.

The firm have a lucrative practice and require the services of five experienced stenographers. Their clients have learned that they are to be counted upon to give safe and conservative advice, and to be unremitting in their efforts to bring to the best issue all cases entrusted to them.

H. C. B. FORSYTH,
Barrister, Solicitor and Notary.

ONE of the strongest barristers in the city is H. C. B. Forsyth, who has been a brilliant representative of the Calgary bar for the past three years. His offices are located in suite 39 Lineham block. Mr. Forsyth is a native of Scotland and has been practicing for the past ten years, graduating from the Aberdeen University of Scotland. His ideals of citizenship are those which every good citizen is ambitious to obtain and the professional standard which he has set up for himself is that of the loftiest integrity. The conscientious and effective service he gives to his clients has placed under his control an influential and lucrative practice. In social and professional life and in whatever concerns the city's progress, Mr. Forsyth is eminently worthy of the high esteem that is accorded him.



1 E. HART NICHOLS.

2 E. G. HALL.

3 J. A. NOLAN.

4 W. A. DENBY.

GRAHAM-HAMILTON-CAMPBELL, LIMITED

Real Estate, Loans, Insurance.

RESPONSIBILITY for Calgary's growth is vested in no one class of business men, but more of it belongs to the real estate and investment firms than to any one vocation, and the city has been particularly fortunate in the possession of men in this line whose ability and enterprise are as obvious as their solid financial standing and high personal integrity. One of the most prominent firms in this line is that of Graham-Hamilton-Campbell, Limited, who although but recently established, have an ever-increasing clientele among some of our largest investors. Located with offices on the ground floor at 713 Centre Street, the company have on their listing at all times exceptional bargains in city and suburban property, acreage tracts and improved and unimproved farms throughout Alberta. In loans they maintain connection which enables them to offer private and other money in large amounts to reputable borrowers at the lowest rates. In insurance they represent only companies known for their prompt payment of losses

and high financial standing. The officers of the company are: A. M. Hamilton, president; A. C. Graham, vice-president; and C. J. Campbell, secretary treasurer. Mr. Hamilton is a native of Scotland, and came to Calgary four years ago from Winnipeg. He was formerly president of the Alberta Metal Culvert Company, Limited, of this city. Mr. Graham is a native of Ontario, and has been a resident of Calgary for the past eight years, coming here from Winnipeg. He is senior member of the firm of Graham & Buscombe, undertakers and funeral directors of this city. Mr. Campbell is a native of Nova Scotia, and has been a resident of this city since the establishment of this business, coming here from Winnipeg, where he was for some years an accountant for the Lake Winnipeg Shipping Company, Limited, and interested in other business. The company is one of our reliable and progressive real estate firms, and the personnel are gentlemen of unusually wide range of view, always giving commendable support to all movements designed for the advancement of this city.



ALBERTA FINANCIAL BROKERS, LIMITED

THE vast and rapid growth of Calgary and the unbounded resources of this portion of the Northwest has created a most profitable field for the use of money, and the facilities offered for making profitable investments in real estate in this section were never greater than they are to-day. It has been proven beyond all question that real estate is the safest investment that can be made, but to secure the best results these investments should be made under the supervision and direction of able and experienced financiers, whose knowledge of realty conditions as they exist to-day in this section is absolute. In this city, as in all others, are many concerns engaged in the real estate business, and one of the highest standing and most reliable is the Alberta Financial Brokers, Limited, dealers in farm lands, city property, general insurance, loans and businesses, including general stores, hardware and grocery stores, etc. Established about a year and a half ago, with offices in Suite 15, Elma Block, 132 Eighth Avenue East, the firm comprises A. D. McLean, president and managing director; D. D. MacDonald, vice-president; B. O. Switzer, director. The business operations of this firm covers all of Alberta and requires the assistance of four experienced salesmen. They are all men of wide experience in the real estate business in this section, and their judgment as to values and price is absolutely reliable.

They are residents of this city since the establishment of this business, and are recognized as prominent and progressive men and among the leaders in their line in this city.

E. F. L. TAVENDER

THE business men of Calgary are not only enthusiastic and enterprising, but prudent in the conduct of their business, taking every advantage for its protection as well as for its expansion. It follows naturally that the insurance agent in Calgary is an important factor in its commercial life, and E. F. L. Tavender is one of the most reliable, with one of the largest exclusive agencies in the city, with offices in Room 7, Cadogan Block.

This business was established four years ago and controls a large business in fire, life, accident, sickness, bonds, plate glass, employers' liability, automobile and live stock insurance, and the companies represented are known throughout the commercial world for the firm basis of their financial standing and the liberality and

reputable methods of their management. Among them are the Continental Insurance Company of New York, Fidelity Underwriters, The London Mutual Fire Insurance Company, Dominion Fire Insurance Company, the Remouski Fire Insurance Company, Crown Fire Insurance Company, Imperial Guarantee and Accident Insurance Company and Monarch Life Insurance Company. In the loan department he maintains most favorable relations, which enables him to offer large amounts to reputable borrowers at reasonable rates, representing, among others, the Ontario Loan and Debenture Co. Mr. Tavender represents no company that is not first class and of undisputed worth. Fifteen years of his life have been spent in this same line of business and he is well versed in every detail of it. He has resided in Calgary for the past five years, coming here from Chesley, Ont.



CALGARY'S PUBLIC LIBRARY.



RESIDENCE OF F. C. LOWES.

F. C. LOWES & COMPANY

THIS unique picture shows the enormous amount of Calgary property owned and for sale by F. C. Lowes & Co. The list includes Bow Park, now in the heart of Calgary; Glencoe and Elbow Park, now largely sold and built upon, being served with all city conveniences, including Street Railway service;

magnificent property overlooking the Elbow River, and which will shortly be offered for sale; Windsor Park, cornering both Stanley Park and Britannia and adjoining the Country Club, conceded to be one of the best properties to invest in in Calgary; not least of these is an 80 acre tract lying west of Britannia and 2½ miles from the Post Office, which will be placed on the market next Spring.



Rideau Park and Roxborough Place, adjoining and being less than a mile and a quarter from the Post Office; Stanley Park, the entire sale of which in four days recently created a record; Britannia, a

Exclusive of those unsold and of Stanley Park, which was only sold in October, each of the above properties now show increases in value of from 100 to 500 per cent; truly a remarkable record.

W. R. HULL & CO., FIRE INSURANCE BROKERS

THE extensive operations in fire underwriting, the large transactions in real estate and mortgage loans and similar activities constitute one of the foremost business interests of Calgary. A leading and well-known agency operating largely in this line, is that of W. R. Hull & Company, who have offices in their own building, known as the Grain Exchange.

The establishment of the business dates from 1886, and it comprises real estate in all departments, rentals, loans and insurance. In real estate the company conducts a large business in the buying, selling and exchanging of city property and of farm lands throughout Alberta, makes judicious investments of outside capital, secures tenants for rental property and supplies the needs of renters with a most desirable class of property. In loans their connections are of such stability that they are able to offer large amounts at exceptionally reasonable rates. In insurance they represent The Sovereign Fire Assurance Company of Canada, Providence Washington Insurance Company, Manitoba Assurance Company and the Dominion of Canada Guarantee and Ac-

cident Insurance Company. All of these companies are strong and substantial and of excellent record for their faithfulness in the fulfillment of their insurance obligations.

Mr. W. R. Hull, the proprietor, is a native of England, and has had 25 years' experience in this business. He came to Calgary in 1886 from British Columbia. Mr. Hull has extensive real estate holdings throughout Alberta and British Columbia, and has been extensively engaged in stock raising since coming to this country. He is president of the Metals Ltd., the Ranchman's Trust Company, Ltd., vice president of the Calgary Brewing and Malting Co., director in the Security Trust Co., on the advisory board of the Western Union Fire Insurance Co., and is largely interested in many other companies throughout Alberta and British Columbia.

He is a member of our Board of Trade and a citizen to whom the city owes much of prosperity and good repute.

Grain Exchange, Calgary

Built in 1908, and owned by W. R. Hull, the first six-story building erected in Alberta.





Residence of W. R. Hall, Built in 1902, Occupying Twenty-two Lots, Corner of Twelfth Avenue and Sixth Street West

LOUGHEED & TAYLOR, LIMITED

Financial Brokers

THE rapid growth of Calgary within the past few years, and the recognized stability of its securities, has called for the establishment of financial brokers with sound backing and far-reaching influence.

Realizing this need, and in order to properly look after large personal holdings in income property, there was formed in Calgary in February, 1911, the corporation known as Lougheed & Taylor, Limited, with handsome and commodious ground floor offices, at 107 Eighth Avenue West.

Owing to the prominent connections of the individual members of this company—Hon. J. A. Lougheed, K.C., president, and Edmund Taylor, managing director—the concern is fast becoming known throughout the Dominion as one of the most substantial and reliable in Western Canada, and as a consequence the volume of the company's business has grown to highly satisfactory proportions.

Hon. J. A. Lougheed, K.C., is probably the best known man in public



HON J. A. LOUGHEED, K.C.

life in the Province of Alberta. He is one of the oldest members of the legal profession in Calgary, coming here in the very early days of the city. He has been a member of the Dominion senate for a long term of years, and has, during the past five years, been leader of the Conservative party in that branch of parliament, and is now a member of the Borden cabinet. He is a director of the Canada Life Assurance Company, the Crown Life Insurance Company, a member of the advisory board of the Royal Trust Company, vice-president of Metals, Limited, besides owning very large land interests in and near Calgary, including several of the most central business blocks, and a business house in Edmonton.

Mr. Edmund Taylor ranks among Calgary's most useful and enterprising citizens. He is a director of the Gowans Kent Western Wholesale China Company, with connections in Montreal, Toronto, Winnipeg and New York City, and was for several years manager of the Hudson's Bay Company's business at Winnipeg and Calgary.



LOUGHEED PROPERTIES
LOUGHEED & TAYLOR, LIMITED.
AGENTS

1, Lougheed Building; 2, Empire Block; 3, Clarence Block; 4, Norman Block; 5, Alexander Corner; 6, Turner Block; 7, Glanville Block.

REAL ESTATE TRUST COMPANY, LIMITED

ONE of our soundest and most alert institutions is the Real Estate Trust Co., Limited, established two years ago, with offices in suite 4, Bank of British North America building.

It was incorporated in the year 1909 with a capital of \$40,000, \$15,000 of which has been subscribed. An immense business is being built up both in its capacity as a trust company and in real estate. This company buys mortgages, agreements of sale, and notes, lends money for several eastern financial institutions, and transacts a general financial and brokerage business. It tends to the community all the facilities and accommodations which can be offered by any metropolitan institution of its class.

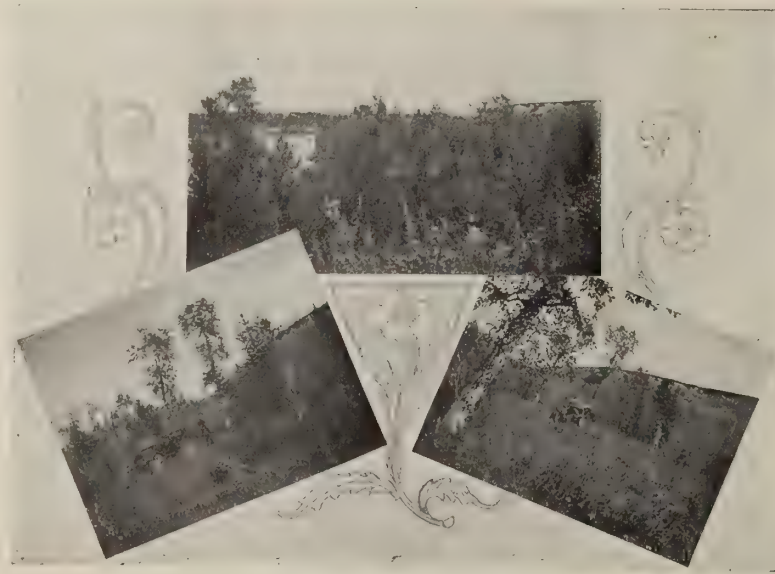
In the real estate department, it handles all kinds of

city property and farm lands, but makes a specialty of suburban properties. They are the owners of and selling agents for the beautiful suburb known as Hiawatha, which lies to the south-west of the city. (See cuts.) Its record is one of efficiency and reputable

methods, and many of the large and important real estate transactions are due to its agency.

The company is a strong and convincing advocate of the city's possibilities for profitable investment of capital and a potent factor in the growth of our community.

Mr. G. T. McLeod, a director and shareholder in the company, is the local manager, and has been a resident of Calgary for over three years. He has been engaged in the real estate business for several years, and comes to Calgary from Winnipeg, where he was also engaged in the business.



HIAWATHA PARK.

SUNALTA LAND CO. and SUNALTA LIMITED

THE Sunalta Land Company is located at 709a Centre Street, with F. H. Ross, L. E. Seller, Edward McConnell and O. S. Jefferies, comprising the company. The company has been in the real estate business for some time and handle a very

large and exclusive list of city property, farm lands and timber limits, which are handled on a commission basis.

They have numerous purchasers for good investments, making speedy disposal of any thing good that is listed with them. Their large list of clients place great confidence in their judgment and they are regarded as one of the best real estate firms in the city.

The capable manager, L. E. Seller, is also managing director of Sunalta Limited, which is a joint stock company formed by the Sunalta Land Company with a capital of \$50,000, and registered

under the laws of the Province of Alberta to carry on a financial, real estate and business brokerage. They have the exclusive agency of a large and desirable list of hotels, general stores and numerous other business openings.

The head office of the company is located at 709a Centre Street, Calgary, and the officers are: F. H. Ross, president; Edward McConnell, vice-president; O. S. Jefferies, secretary; J. L. Jennison, B.A., solicitor and director, and L. E. Seller, managing director.

This company has conducted some very important transactions in Calgary and throughout Alberta and the promptness and efficiency with which all business is done recommends it to the confidence of investors.



LAND TITLES BUILDING.

FARM LANDS

W. WORMALD
REAL ESTATE
W. WORMALD

CITY PROPERTY

ONE of Calgary's prominent and energetic real estate men is W. Wormald, who established his business in the city September 1, 1911, and is located with offices in suite 5, Cadogan block.

Mr. Wormald's business covers everything connected with real estate and rents, and his list of clients is extensive and important. Many of the finest farms in the adjoining country are listed with him. Mr. Wormald's service in this line is eminently satisfactory. As a rental agent he has at his disposal some of the most eligible properties in the city, and looks after them in an efficient manner.



POST OFFICE AND CUSTOMS.

Mr. E. Victor Creed, who is in business with this firm, is a competent and experienced specialist. His patrons can be assured of prompt transactions and dependable dealings.

Mr. Wormald is a native of England and has been a resident of Calgary for the past seven years. He has had three years' experience in the real estate business and was formerly accountant for Riley & McCormick of this city. He is an enterprising business man and is highly esteemed by all who have come into personal or business relations with him.

J. C. DAVIS & COMPANY REAL ESTATE, ETC.

TWENTY years of successful experience in selling land and promoting townsites, and with experienced representatives in all parts of the United States, Canada, Mexico and Cuba have made J. C. Davis and Company one of the most prominent real estate concerns in the city. They established their business in

Calgary about one year ago and have already gained a firm footing among the best real estate clientage of the city. From their office in suite 2 at 127a Eighth Avenue East, J. C. Davis, the general manager, controls a large business in all departments of real estate, loans and insurance. They are agents for the C. P. R. Colonization department, having three million acres of fertile land to select from which is sold on liberal terms, and have one hundred thousand acres of choice farm land to sell on the crop payment plan. The five acre tracts for chicken or celery ranches are also very desirable.

Mr. Davis is owner of the Davis addition to Alix. Throughout Alberta real estate and business opportunities of every description are

company also has adequate facilities for negotiating loans, with such financial connections as to enable it to offer terms which cannot be surpassed in the city. In insurance they represent only the most reliable and well known companies. Mr. Davis was born in England and has resided in Calgary for the past two years, coming here from Seattle. He may be counted upon at all times as a strong and enthusiastic supporter of Calgary.



J. C. DAVIS.

CALGARY COLONIZATION COMPANY, LIMITED.

THE growth and development of this new Northwest is attracting the attention of investors from all parts of the civilized world and particularly is this true regarding farm lands. An important firm dealing exclusively in farm lands is the Calgary Colonization Company, Limited, making a specialty of winter wheat lands.

This firm was established and incorporated in 1905, and have offices at 809 First Street West, on the ground floor of the Alberta block. Being exclusive dealers in their own farm lands, they are better prepared to meet the needs and requirements of those seeking a home than the dealer who handles all kinds of real estate, with farm lands as a secondary consideration. They have on their books exceptional bargains for the homeseeker or investor, and invite correspondence in these lines. The officers of the company are A. Judson Sayre, president; T. L. Beiseker, vice president; E. R. Mosher, secretary and treasurer.

Mr. Sayre was formerly engaged in the land business in North Dakota, as well as being part owner in a large department store and grain business in Harvey, N. D., coming to Calgary six years ago. Mr. Beiseker is a banker in Fessenden, N. D., and controls a line of some fifteen banks in various parts of that state.

The company is one of Calgary's foremost concerns in their line, and is thoroughly reliable in all their business dealings. They were the first company to organize in Calgary and Central Alberta for the purpose of developing the agricultural resources of the Calgary District, and through their efforts hundreds of thousands of acres of Alberta's best wheat lands have been colonized by experienced and practical farmers through the Northwestern States, who have been prosperous, and have contributed very largely to the prosperity of all lines of business in Calgary.

CAMERON & ANDERSON

Real Estate and Financial Brokers.

CALGARY'S growth in the past few years has been favorably commented upon everywhere. The many imposing public and private buildings which attract the flattering comments of the visitors show that its property owners have every confidence in the continued growth of the city and, therefore, in its

Anderson, and although but recently established, control a rapidly increasing clientage in real estate in all its branches. They have demonstrated beyond a doubt their ability to invest capital in such a way as to bring quick and sure returns. They are represented throughout their trade territory by four alert and energetic sales-



ALAZHAR TEMPLE

desirability as a promising field for remunerative investment in real estate. In the front rank of our leading realty dealers are Cameron & Anderson, who occupy offices at 205 Eighth Avenue West.

The members of the firm are J. J. Cameron and P. C. A.



RANCHMEN'S CLUB.

men. Mr. Cameron was born in Collingwood, Ont., and came to Calgary three years ago. Mr. Anderson has been a resident of this city for the past year, coming here from his native home in England. Both are of excellent standing in business circles.

D. DUNNET

Real Estate Broker.

THE high opinion which the people of the East have of Calgary has been largely brought about by the enterprise of energetic real estate agents, among whom D. Dunnet has become known throughout this section as unusually successful. Mr. Dunnet established the business two years ago and has his office at 229a Eighth Avenue East. He does a general real estate business, where extensive operations are carried on in selling city and suburban property and farm lands, ranches, etc. He also conducts a general rental agency, and it is conceded throughout the city that none can better supply the demands in this department of real estate.

Mr. Dunnet has been engaged in this business for the past ten years. His native home is Scotland, and before coming to this city he was a contractor in Toronto. He has been an earnest advocate of the city's commercial expansion during his residence in Calgary.

GILBERT, ROSS & BOYD

House Property, Farm Lands, City Lots,
Insurance, Loans.

ONE of our enterprising and progressive real estate firms worthy of note is that of Gilbert, Ross & Boyd, established three years ago, with offices located in suite 1 and 2 Board of Trade building, 231 Eighth Avenue West, and a branch office at 88 Victoria Street, Toronto.

They transact a general real estate, loan and insurance business, make a specialty of farm lands and city property and represent some of the best life and accident insurance companies of the United States and Canada. They do an extensive business throughout Alberta, requiring the services of five

experienced salesmen. Mr. Ross is a native of England, coming here from London, England, two years ago. Mr. Boyd has been a resident of Calgary for the past two years, coming here from Scotland. Mr. Gilbert has been a resident of this city for the past ten years, coming here from London, Ont. They all have had a number of years' experience in this line, and are prominent and enterprising business men.

THE GREAT NORTHERN LAND COMPANY

THE advantages of climate, productive soil, combined with many resources already highly developed, and those still offering a profitable field for investment are the best reasons that could be found for making a home or investing capital in Calgary and vicinity. Among our progressive firms in the real estate business is The Great Northern Land Company, with offices at 127 Eighth Avenue East, and a branch office at 108 Ninth Avenue West.

The company was established May 2, 1911, and have already gained a firm footing among the best real estate clientele of the city. They handle C. P. R. lands, and are thoroughly informed as to the best openings for large or small investments. They are able to make liberal terms, selling farms on crop payments or on terms same as rent. They make a specialty of garden tracts and chicken ranches on very liberal terms. They give employment to four experienced salesmen.

The members of the company are S E Rice, C. Warren Rice and L. C. Hargiss.

Messrs. S. E. and C. Warren Rice were formerly residents of Vancouver and Seattle, and came to Calgary in April, 1911. Mr. Hargiss is also a former resident of Vancouver and Seattle, and has resided in Calgary since December, 1910. The members of the company have had a great many years' experience in the real estate business, and as business men and citizens, manifest those characteristics of enterprise, progress and high principle which mark the best class of the business life of every community.

T. J. S. SKINNER CO., LTD.

Financial Brokers, Etc.

THE real estate and loan interests are unquestionably among the most important of Calgary's business activities. The city is becoming widely known as a field for safe and profitable investment, and its real estate men are noted for ability and honorable principles, and a thrift and enterprise which makes certain the success of their undertakings.

A firm deserving especial mention as strong in finances and in management is the T. J. S. Skinner Company, Limited, established and incorporated in 1908, with offices in the Armstrong Block, First Street East.

The officers of the company are T. J. S. Skinner, president; W. H. Skinner, vice-president; and E. P. Oliver, secretary.

Its range of business is wide, covering real estate, loans and fire insurance. Since its establishment it has brought about some of the most important realty transfers in the city. Its loans are made on the excellent terms, which are possible only with large financial connections, and its clients find courteous and interested consideration at all times.

In fire insurance they represent only the strongest and most reliable companies, among them the Guardian Assurance Company, Ltd., of London, Eng.; the New York Underwriters Agency, of Hartford, Conn.; and the L'Union Company, one of the oldest and most reliable of Paris, France.

Messrs. Skinner have been residents of Calgary for the past twenty-seven years. Mr. Oliver came here one year ago from Montreal.

Mr. T. J. S. Skinner is President of our Board of Trade, and is recognized as one of our most influential business men, always taking active part in any legitimate enterprise that has for its object the growth and development of this community. He is prominent in the social and political affairs of the city, and was the choice of the Liberal party in the recent bye-election for representative for Calgary in the Provincial Parliament.



RESIDENCE OF T. J. S. SKINNER.

ASTLEY & SHACKLE

Real Estate Investments.

WHEN the firm of Astley & Shackle established their business in Calgary in 1903, the responsible real estate concerns of the city could be counted on the fingers of one hand. Starting on a small scale (but sufficiently large to accommodate the demands of the time), this company has experienced a steady and substantial growth, as all who are in the least familiar with the city well know. Their offices are located at 105a Eighth Avenue West.

This firm has clients in all parts of the world.

They do an extensive business in England and Scotland, and have been fortunate in providing their clients with investments which have been so satisfactory that it has been the means of building up the business on most substantial lines.

Some two years ago, being impressed with the inevitable growth that must take place in Calgary, they acquired a considerable area of land on the outskirts of the city which has more than justified their forethought and been the means of gaining for them such increased confidence and satisfaction for their clients that they have found it advisable to open an office in Grand Trunk building, Cockspur Street, London, to deal efficiently with the ever-increasing business arising from the desire of Old Country investors to participate in the exceptional opportunities afforded by Calgary and the immediate vicinity.

EUREKA REAL ESTATE CO.

THE extensive operations in insurance writing, the large transactions in real estate and similar activities constitutes one of the foremost of the business interests of Calgary. A leading and well known firm, operating largely along these lines, is the Eureka Real Estate Company, which was established in 1904, with offices at 111a Eighth Avenue West. They do a general

real estate business in city property and farm lands, handling capital for resident and non-resident investors, etc. In insurance they are agents for only the most reliable companies, and give experienced and efficient service in this line of business.

The members of the firm are J. B. Marsh and George L. Brockbank. Both are natives of England and have been residents of Calgary for the past eight years.

Mr. Marsh is a member of our Board of Trade. Both have a financial and commercial rating of unquestionable soundness, and have the full esteem and trust of the public.

H. M. SPLANE & COMPANY.

Real Estate and Insurance.

ALIVE, energetic, and consequently prosperous real estate firm is that of H. M. Splane & Company, which was established in Calgary nearly five years ago, with central office in suite 3, Armstrong block, and a branch on the East Side at 1210 Ninth Avenue East. The individual members of the firm are H. M. Splane and A. S. Donaldson, M. D. They not only deal in improved and unimproved farm land throughout Alberta, but have a complete listing of city and suburban property that cannot be excelled by any concern in the city. Their business now requires the services of three salesmen besides the office force.

The members of the firm have themselves invested heavily in Calgary property, and their purchases in every instance have proven profitable. They also do a general insurance business and represent some of the best-known fire companies bidding for risks in Alberta.

Mr. Splane came to Calgary from Los Angeles, Calif., and Mr. Donaldson was formerly on the west coast of Africa. The firm is a member of the Board of Trade and enthusiastic supporters of every enterprise that has for its object the public good.

HENDERSON & GISLINGHAM

Real Estate and Home Building

THE larger the proportion of wage earners who own their own homes, the sounder a city's prosperity is conceded to be, as a rule. A firm who makes a specialty of building homes and selling them, making such exceptionally reasonable terms that it is possible to meet the requirements of all classes of investors, is that of Henderson & Gislingham. The firm was formerly under the name of The Calgary Home Building Realty Company, and in March, 1911, J. R. Henderson and S. H. Gislingham combined to form the present firm. They are located at 229 Eighth Avenue West, and control a rapidly increasing clientage throughout their trade territory of Calgary and vicinity, giving employment to fifty experienced men.

Mr. Henderson was formerly from Minnesota, and Mr. Gislingham from London, Eng. They have resided in Calgary for the past five years, but both have had a great many years' experience in this business, which gives weight and practical value to their opinion, and they are well qualified to advance expert and conservative advice to those desiring to buy homes.



TWO HOMES BUILT BY THIS COMPANY.

THE WESTERN CANADA FIRE INSURANCE CO., LTD.

CALGARY'S wonderful development continues to attract to our business community important concerns in every line of commercial activity, and the insurance business is represented by a class of men who are of the highest order of ability and intelligence. A firm of special prominence and importance is that of the Western Canada Fire Insurance Co., incorporated and established here in 1905, with offices located at 812 First Street West.

They do an extensive business throughout Alberta, British Columbia, Saskatchewan and Manitoba, employing the services of six representatives on the road and two in the office. The care exercised in choosing risks, the unquestionable safety of the securities held, and the close economy with which its business is carried on furnish a sure foundation upon which to build the company's success, and these, with the dispatch with which it has adjusted all claims, have won and hold the confidence of its policy holders.

The officers of the company are Col. Jas. Walker, president; Eneas McCormick, vice-president, and J. E. Rice, managing director. Mr. Walker, who is one of the oldest residents of the west, has been a resident of Calgary for the past thirty years; he has had a number of years' experience in this line of business and is one of Calgary's most prominent and influential business men. Messrs. Rice and McCormick have been residents of Calgary for a number of years and are recognized as prominent and enterprising business men of the city. The firm is a member of our Board of Trade and figures prominently in the city's commercial and business activities.

CALGARY COLLIERIES, LIMITED.

THIS company has recently been incorporated with a capital stock of \$300,000. The head office is in Calgary, and the following well known Alberta business men constitute the board of directors: Chairman, Col. James Walker, president Western Canada Fire Insurance Co., Calgary; W. Egbert, Esq., M.D., president Woodcrafts Limited, Calgary; John Gillespie, Esq., president Gillespie Elevator Company, Edmonton; William H. Gilmore, Esq., broker, Edmonton; D. G. Lamont, Esq., broker, Calgary, secretary; E. Bayfield Williams, Esq., barrister, Edmonton; Wm. Gillespie, Esq., grain merchant, Edmonton.

The Henderson Land Company, with offices at 814 First Street West, are brokers for the corporation, which offers for sale \$60,000 worth of its preferred stock, payable 20 per cent. on application and the balance on allotment, in cash, at \$1.00 per share par value. With every five shares of preferred stock will be given a bonus of one share of common stock. The preferred stock is preferred both as to capital and 8 per cent. dividend.

The properties of the company are well situated to insure a financial success, the G.T.P. from Tofield passing through the centre, and the town of Alix, where the G.T.P., the C.N.R. and the C.P.R. at present cross, is only seven miles distant. The company is now delivering the best quality of lignite coal in Calgary from its mines, about 25 miles east of Red Deer. The properties consist of 2,440 acres of coal right, with an estimated output of 40,000,000 tons.

As the supply of coal in Alberta and Saskatchewan is not equal to the demand, there is no doubt of the success of the Calgary Collieries, Ltd.



COL. JAMES WALKER.

GEDDES & SHEFFIELD

Real Estate, Insurance, Loans and Investments

A CONCERN of staunch character and high financial influence, which are most valuable factors in one of the most vital phases of Calgary's growth, namely, that of the real estate business is the firm of Geddes & Sheffield, consisting of Malcolm D. Geddes and Herbert T. Sheffield, who have both been residents of this city for several years. They entered business together and established the present firm on June 1, 1909.

Their offices are located at 707 First Street East. They handle a very extensive business in all their departments, and rank in the first class of Calgary real estate dealers.

They deal mostly in Calgary business and residential property, handling as well warehouse and suburban properties. They also handle farm lands throughout Southern Alberta.

They are owners of Elboya, which is undoubtedly to become one of Calgary's best residential districts. This property lies to the south and west of the city and is just across the Elbow River from Elbow Park. Elboya is sold only under building restrictions, thus insuring a high class of residences. Many of Calgary's best business men are holding property in Elboya with the intention of building their homes there a little later.

Messrs. Geddes & Sheffield are Calgary agents for the Fidelity-Phenix Fire Insurance Company of New York, which has a capital of \$26,000,000, and also for the Caledonian Fire Insurance Company, which is the oldest Scottish Fire Insurance Company.

This firm is also in a position to negotiate loans on the most favorable terms and within a very short time, as they nearly always have private funds on hand.

At the beginning of this year they established an office in London (England), and through this office raise large amounts of capital for investments in mortgages as well as vacant property and houses.

Their insurance and loan department is in charge of Mr. A. Russell Graham, who is a competent man, to look after this end of the business, having had ten years' experience in the fire insurance line.

Messrs. Geddes & Sheffield have a staff in their Calgary offices of eight, and besides their London office and its staff, they have numerous agencies throughout Eastern Canada.

Mr. Geddes was born in Scotland and came to Calgary eight years ago from Guelph, Ontario. Besides his interest in this firm he is a shareholder and director of the Herald-Western Company and the A. Mitchell Nursey Company of Lethbridge. He was formerly editor of the "Farm and Ranch Review."

Mr. Sheffield was born in Nova Scotia, where he was for some time employed in the banking business, and came to Calgary five years ago.

This firm is a member of the Calgary Board of Trade, and are citizens who are loyal at all times to the city's interests, heartily supporting every enterprise which will add to its strength.

PINKHAM & MACLEOD

Real Estate, Insurance and General Agents.

TWO "old timers" who were not slow to see the possibilities of Calgary property, and who each quit lucrative positions to engage in the real estate and insurance business in this city, are Pinkham & Macleod. The former was manager of the Imperial Bank at Strathcona and Cranbrook, B. C., and the latter was traveling freight agent for the C. P. R. for a number of years. They have been residents of Calgary for twenty years or more, and were here when what is now a prosperous city of 60,000 population was nothing more than a trading post on the plains, where Indians and cowpunchers, boomers and outlaws rubbed shoulders in the general "roundup" and branded many a maverick from the East who sought adventure among the "wild and woolly."

Their office is located at room 3, 117a Eighth Avenue West, and aside from doing a splendid real estate business, they represent the Cardiff Collieries, Ltd., Macleod Quarrying & Contracting Company, and the International Coal & Coke Company.

The city of Calgary was named by Colonel J. F. Macleod, father of N. T. Macleod, who came to Alberta in 1874 as commissioner of the Mounted Police. The name is taken from the town of Calgary in the Isle of Mull, Scotland.

The stone for the C. P. R. Irrigation office building, which is just now nearing completion, and a picture of which is shown on another page, was supplied by this firm.

THE HAMMOND REALTY CO., LIMITED

City and Farm Property, Investments and Insurance.

ONE of Calgary's leading real estate firms is the Hammond Realty Co., Ltd., with J. E. Hammond sec.-treas. and manager. This firm has put through many of the larger real estate deals that have been reported from time to



Residence of J. E. Hammond.



Interior of Office—Hammond Realty Co., Limited.

time in the daily papers. They do a good deal of buying and selling themselves, and usually take options on the larger properties before submitting them to their clients. This partly accounts for their big success in the real estate field in Calgary.

MacMAHON & HELLIWELL

Real Estate and Financial Agents.

ONE of the most prominent concerns dealing in real estate, loans and insurance in Calgary is that of MacMahon & Helliwell, occupying offices in the Maclean Block, and established three years ago. The firm handles a very extensive business in all departments of real estate, loans and insurance, making a specialty of city property. They represent the Law, Union and Rock Fire, Accident and Liability Insurance Company, Limited, the Calumet Fire Insurance Company, the Ontario Securities Company, Limited, and Credit Foncier F. C. All the companies represented are well known for their reliability and strong financial basis.

Two experienced representatives assist Messrs. MacMahon & Helliwell in the conduct of their business.

The members of the firm are C. A. MacMahon and W. P. Helliwell, who have had practically a lifetime experience in this business. They are both natives of Ontario. Mr. MacMahon came to Calgary about four years ago, but Mr. Helliwell has resided here for the past fifteen years. Both are well and favorably known in business circles and may be counted upon to contribute ability and integrity to the interests of the city.

G. S. WHITAKER & COMPANY.

Financial Brokers, Real Estate, Loans and Fire Insurance.

NO one has been more active in the study of the opportunities which abound in Calgary and the rich farming country which surrounds it than G. S. Whittaker & Company, and their part in the real estate business of the city has been a most creditable one. The company was established January 1, 1907, and have offices on the ground floor of the Molsons Bank building.

They deal in all kinds of city and suburban property and have on their lists some of the finest farm lands in Alberta. They make a specialty of business and trackage property.

A general financial and insurance business is conducted by this firm, in which they represent the Imperial Life Assurance Co., Imperial Underwriters' Corporation, and the Ocean Accident & Guarantee Corporation. They also collect rents, and in connection with their loan business place a large amount of clients' private funds on city and farm property.

Four experienced men are employed to keep the company in touch with existing realty conditions and in giving courteous and competent attention to clients.

Mr. G. S. Whitaker is a member of our Board of Trade and heartily in accord with all movements to advance Calgary.



MACLEAN BUILDING.

THE BOND-ADAMS COMPANY

THE extensive operations in real estate since the first of the year, occasioned by the location of many vast and important industrial enterprises and the apparent fact that Calgary is bound to make a city of a quarter of a million within the next ten years constitutes one of our most thriving business pursuits and makes for the rapid upbuilding of the city.



RESIDENCE OF V. P. BOND.

A somewhat recently established but already prominent agency is that of the Bond-Adams Company, with offices in suite 83 McDougall block. They do a general real estate and investment business, and have demonstrated beyond a doubt their ability

to invest capital in such a way as to bring sure and quick returns. They have resided in the city a number of years and are thoroughly familiar with every phase of the local realty situation. Mr. Adams was for years a commercial traveller and was later engaged in the wholesale jobbing and commission business on his



RESIDENCE OF S. G. ADAMS.

own account in Calgary for three years prior to entering the real estate field. He is a native of New Brunswick. Mr. Bond was born in Ontario but came to Calgary from Manitoba in 1905, since which time he has been engaged in the real estate business.

ROGERS & WRIGHT. Real Estate and Investments.

THE real estate interests of this city occupy an important place when its successful enterprises are summed up, and they are in the hands of a class of men who are to a notable degree intelligent and energetic.

A firm that has made admirable successes since establishment is that of Rogers & Wright, located with offices in suite 207, New Underwood block. The energy and skill which these gentlemen have displayed in their business have brought gratifying results, and they manage a good proportion of the important real estate transactions in the city. They buy and sell realty, exchange properties, assume control of property for resident or absent owners, offer special inducements to both investors and homeseekers, and have a list of the best class of people desiring to rent houses. The rate of commission charged by the firm is very reasonable, and the service they give is based upon practical experience. In both city and suburban property and in farm lands they control a flourishing business, their trade territory comprising all of Alberta.

The members of the firm are H. H. Rogers and F. T. Wright. Mr. Rogers is a native of New York and has been a resident of Calgary for the past five years; he was formerly Alberta manager for the P. & O. Plow Co. Mr. Wright is a native of Prince Edward Island, and has been a resident of this city for the past ten years; he was formerly Alberta manager for the Moline Plow Co. Both have had ten years' experience in real estate investments and are highly esteemed by all who have come into personal or business relations with them.

H. M. JOHNSTON & COMPANY Real Estate and Commission Agents.

THERE has already been many fortunes made from the sale of subdivision property in Southeast Calgary since the announcement of the location of the great C. P. R. shops on the first of October, and a firm that has shared largely in the profits from early and wise investments in this district is

H. M. Johnston & Company, with offices at 231a Eighth Avenue East, buying as acreage a large tract of land just south of the site of the shops, known as Industrial Tracts, one of the best propositions on the market in the industrial section of the city.

H. M. Johnston, the senior member of the firm, established the business in 1904, and by his straightforward business methods soon built up a large and profitable business, increasing year by year, until 1910, when it had grown to such proportions that Mr. Johnston found it too great a tax on the energies of a man of his years, and formed a partnership with J. W. Bathgate and Huxley Johnston.

All members of the firm are wide-awake business men and straightforward in their business dealings, and have the utmost confidence of their clients.

The Messrs. Johnston are natives of New Brunswick, but came to Alberta from Virginia.

Mr. Bathgate has lived in Calgary for three years and prior to his present vocation was successfully engaged in the drug business. His former home was at Peterboro, Ont.

BALDWIN & RUTTLE Real Estate, Loans and Insurance.

THE energy and skill which the firm of Baldwin & Ruttle have displayed in their business have brought gratifying results. The firm was established in this city about two years ago, and is located at 127 Eighth Avenue East, with a branch office at the corner of Main and Centre Streets, Crescent Heights. The members of the firm are Arthur Baldwin and Roy H. Ruttle. They employ four experienced salesmen and deal in city property and farm lands. Their excellent capital connections makes it possible for them to offer the most reasonable rates to reputable borrowers. In insurance they are agents for companies long known for reliability, sound financial basis and liberal dealings, and in this department of business they give experienced and efficient service.

Both are highly esteemed by all who have come into personal or business relations with them.



CALGARY INDUSTRIAL EXHIBITION CO.

BUCKLER & GILSON

Real Estate, Insurance and Loans.

THE firm composed of E. W. Buckler and F. G. Gilson was established in June, 1911, and is located with offices in room 502 Leeson & Lineham block. They transact a general real estate, loan and insurance business, handling farm,



BURNS BLOCK.

city and suburban property, and make a specialty of farm lands throughout Alberta.

Messrs. Buckler and Gilson are natives of England, but have long been residents of Canada. The former came to Calgary about eight years ago, and the latter some four years later.

They are owners of a well-stocked ranch of ten sections, or 6,400 acres, near Black Diamond, Alberta, and are also interested in a large creamery near that town.

In all Canada there doubtless is no one better posted on farm values than these gentlemen, and when it is considered that many thousands of agriculturists and homeseekers are annually flocking into this northern land of opportunity the reason is plain why they decided to enter the realty field. They have



A PRETTY RESIDENCE STREET.

agency connections throughout Albert and Sasaktchewan, and will be found reliable in all of their business dealings.

In insurance and loans Buckler & Gilson represent only the best companies, and their listing of city and suburban property is of the kind that will bear the closest investigation.

HAROLD E. SMITH

Real Estate Investments

THRIFT and foresight, no less than push and energy distinguish the Calgary business man and underlie the wonderful expansion which the city has made; and these qualities are doing much to bring to the front the firm of Harold E. Smith, real estate and investment broker, established about three years ago, and located with offices in suite 2 Cadogan block.

They transact all kinds of real estate business, buying and selling on a commission basis, granting or acquiring options, managing property, renting, leasing, securing tenants, etc., and guarantee to fill every requirement of those desiring farms, lots, homes, business investments, or to rent, having connections and facilities which enable them to offer their clients the best real

estate on the market. They give particular attention to improving and selling of acreage in sub-divisions and have some choice holdings in Chestermere Lake district. Their trade territory com-

prises all of Eastern Canada and cities on the Pacific Coast. A specialty is made of investments for English capitalists.

Mr. Harold E. Smith, the proprietor, was born in Birmingham, England, and has been a resident of Calgary for the past three years. He has had eight years' experience in the real estate business, and was formerly an architect and surveyor. He is highly esteemed by all who have come into personal or business relations with him.



MACLAREN BROS.

Real Estate

THE extensive operations in real estate and similar activities constitute one of the foremost of Calgary's many thriving business pursuits. A prominent firm engaged in this line is that of MacLaren Bros., located at the corner of Ninth Avenue and First Street West, and established about six years ago.

They control an influential clientage in loans and real estate transactions, and are selling agents for some of the best property adjoining the site of the C.P.R. shops, in Southeast Calgary, known as Springwell Park. They also handle all kinds of domestic and steam coal.

They buy and sell every description of property, and have a large list of farm lands, city and suburban property, with operations covering Calgary and surrounding district, and giving employment to eight wide-awake and experienced salesmen.

The members of the firm, J. T. and W. MacLaren, are prominent residents of Eastern Ontario, and came to Calgary about ten years ago. They are energetic and reliable in all their business transactions and of judgment that can be depended upon.



UNION LAND AND INVESTMENT COMPANY

Real Estate and Investment Brokers

IN no department of Calgary's business life are the characteristics of energy and enterprise more apparent or the progress of the city more clearly indexed than in that business wherein a conspicuous place is occupied by D. M. Kidd and G. S. Kuich, with offices in the Dominion Block, 133a Eighth Avenue East.

Aside from doing a large and steadily growing business in Calgary city property and southern Alberta farming lands, they are also agents for all of the subdivisions on the local market that are really worth considering from an investment or home-building standpoint.

Both have been in the real estate business for a number of years, although the present partnership only dates back to the beginning of the present year. Mr. Kidd came to Alberta from Scotland in 1901 and has had a large and varied commercial experience. Mr. Kuich came here from Minnesota and the Dakotas, where he was engaged in stock raising and farming. Both are men of means and influence and valuable additions to Calgary's long list of live wires.

BALLANTYNE & KITELEY,

Real Estate Brokers.

A REAL ESTATE firm which, although somewhat recently established, has been very successful, is that of J. L. Ballantyne and H. Kiteley, with offices in suit 10, Mackie block, 236 Eighth Avenue West. These gentlemen have demonstrated beyond question their ability to invest capital so as to bring sure and quick returns,

and their excellent judgment on local realty values is building for them a permanent and growing business.

They furnish employment to six representatives, and besides handling a large amount of city and suburban property, they sell farm lands and ranches all over Alberta and Saskatchewan. Mr. Kiteley, who is a native of Toronto, has spent nearly a quarter of a century in the real estate and brokerage business. Although not long a resident of Calgary, he has great faith in the city's future, and has centred all of his interests here.

Mr. Ballantyne has lived in Calgary for about five years, coming from High River, Alta. He is a man of means and high business standing, and has been quite successful in handling real estate on his own account, but has been in the brokerage line only since the first of April last.

MARWOOD & DOBSON

Real Estate and Insurance.

NO city in Canada offers so inviting a field for profitable investment in realty as Calgary, especially since the C. P. R. shops and Morris packing plant are assured, and real estate men have done and are still doing an important work in placing the city's possibilities before investors.

In this department of Calgary's business life may be found some of the best talent and enterprise in Alberta, and a firm which has reached a high position in public estimation is that of Marwood & Dobson, with offices in suite 17 and 18 McDougall Block, the individual members of the firm being F. G. Marwood and W. J. Dobson.

The firm has been established nearly six years and has made some of the most im-

portant realty deals in the city, especially in choice inside residential property, their listings in this line comprising much of real value on the local market.

C. J. WINN & COMPANY,

Real Estate, Loans and Insurance.

CALGARY realty is conceded to be of perfect soundness and absolutely certain profits, and it is for this reason that the Alberta metropolis has earned the title now frequently used, "The City of Certainties." Outside capital is keeping its eye on the sky-line of Calgary and watching the rapid and substantial growth of the industrial and commercial interests of the one best municipality of the Dominion with a view of placing investments here when the opportunity is afforded.

A firm that believes in the efficacy of judicious advertising, and is continually exploiting the advantages and resources of Calgary before foreign capital, is C. J. Winn & Company, with offices in suite 4, Thompson block, on Eighth Avenue East. This firm handles all kinds of real estate, loans and insurance, and although established only about a year, is building up a rapidly increasing clientele throughout this section. Mr. Winn is one of the fortunate ones who came here in early days, that is, early days for Calgary, for twenty years ago, when he came from Coburg, Ont., the city had less than three thousand inhabitants, and was nothing more than a trading post on the plains. He was for many years successfully engaged in the grocery business here, and in real estate in a general way, buying and selling on his own account. He is a prominent Mason and Odd Fellow, and is one of Calgary's leading citizens.

J O E LIMITED

THIS COMPANY, which is one of the strongest and best-known in the city, was established and incorporated about two years ago, with offices at the corner of Twelfth avenue and First street west, in large and well-appointed offices on property which they bought and which at this time is worth many times the original investment. The J O E Limited was started on an enduring foundation by men who had been successful in other pursuits and who well knew the requisites to a permanent and successful career in the real estate business.

The officers of the company are: William Jamieson, president; G. W. Edmonds, vice president, and R. F. Edmonds, secretary-treasurer. All of these gentlemen have resided in Calgary for the past ten years and have extensive realty holdings in the city. They have themselves reaped large profits through judicious investments in Calgary business and residence property, and are now making money for hundreds of clients. One of the latest and most popular features of their business is the "J O E Limited Syndicates." Concerning these syndicates and their operation the company, in its prospectus, says:

"As everyone knows, the real big money of real estate operating in Calgary, or anywhere else, is made by syndicates who purchase acreage and sell to the public in lots. By reason of the enormous development of the towns in the Canadian West, the public have made a great deal of money by the purchase of lots, but the original syndicates have made more. These syndicates, by their very nature, have required subscriptions of thousands of dollars from their members, so that they have generally been composed of well-to-do men. Formed on a different basis, however, there is no reason why the "man with the hundred" should not be given a chance to participate in the profit of syndicate operation, and the J O E Limited Syndicates have been planned by us to give him this chance.

"The J O E Limited Syndicates simply represent aggregations of small capital, the amount depending upon the cost of the property taken over. We will use J O E Limited Syndicate No. One as an illustration, the same principle applying to all: This syndicate is taking over 83 acres at Macleod, an important divisional point on the line of the Canadian Pacific, which town has been selected as the site of the Canadian Northern car shops,

and for many reasons is growing rapidly. This acreage will give Syndicate No. One 695 thirty-three-foot lots, which we sell for the account of the syndicate. The membership subscription to Syndicate No. One pays in full for the property, the certificate of title being held by us in escrow for the syndicate, and the property belonging them until we, from the sale of the lots, have accumulated and distributed to members the full amount of their subscription, or \$25,000 in cash. After this amount has been distributed to members, we continue to sell the lots for the account of the syndicate until we have accumulated an additional twelve thousand five hundred dollars, which represents 50 per cent. on their investment, and which, as soon as accumulated, is distributed to members. We, the syndicate organizers, take no profit until the profit to syndicate members reaches 50 per cent., after which the profit comes to us. Syndicate No. One is \$25,000, divided into 250 memberships, \$100 cash each. No applications accepted for more than five memberships from any one applicant.

"By this method a syndicate member has his principal secured by certificate of title to property purchased, paid for in full and without encumbrances, his money obligation is exactly represented by the number of memberships purchased. He has no further payments to make, no interest to pay, and does not have to list and re-sell his property. J O E Limited do all the work, and members know in advance just what profit they will make, and about how long it takes to get it. From an extensive real estate experience, we have set three months as the time necessary to sell the 695 lots of Syndicate No. One. (We have sold a similar subdivision in the same town in 29 days).

"In the building up of an extensive real estate business a satisfied clientele is the one all necessary item, and a satisfied client is one for whom money is made. Inasmuch as we accept applications for as many as five memberships, a syndicate of \$25,000, divided into 250 memberships, would be composed of approximately 150 members, more or less, and if we can make 50 per cent. on the investment for 150 people at a time, we feel that we have made 150 clients, who will stick to us as long as we can make them money. In the formation of four such syndicates per year we would build up a clientele of unusual proportions, and national in its scope."

McCUTCHEON BROTHERS

Real Estate, Financial Brokers, etc.

A CONCERN of staunch character and high financial influence, which is a most valuable factor in one of the vital phases of Calgary's growth—that of the real estate business—and which began its own growth four years ago, is that conducted by McCutcheon Bros.

The firm consists of four brothers—D. S., C. M., G. D. and J. H. McCutcheon, with head offices at 107 Eighth Avenue West, and branch offices at Winnipeg, Regina, Moose Jaw, Edmonton, Saskatoon and Toronto. They buy and sell real estate of every description, both in city property and farm lands, with trade territory from Quebec to Vancouver.

In loans they offer the best facilities that sound and extensive financial connection can afford, and are prepared to make excellent terms to reputable borrowers. They represent only the most reliable firms in insurance, and can be depended upon for efficiency and accuracy in this line of business.

Employment is given at all times to eleven capable salesmen. The manager of this office, D. S. McCutcheon, was born in Shelburne, Ont. He came here about five years ago from Grand Valley, Ont.



INTERIOR McCUTCHEON BROS.' OFFICE.

E. D. BENSON & CO.

Real Estate Investments, City and Suburban Properties.

NO FINER example of the push and energy which is characteristic of the Calgary business man, and which is an underlying feature of the city's wonderful growth and expansion, is to be found than in the firm of E. D. Benson & Co., real estate and investment brokers.

While this firm is alive in every respect the principle of integrity and honesty upon which this business was founded, and which is accountable in no small measure for the brilliant success, assures the investor of the "square deal."

In these days of commercial hurry and quick real estate turn-overs, it is a pleasure to meet in business men of the stamp the personnel of this firm embraces, whose word is known to be as good as their bond, and who are ever alert to the interest of their clients. People residing outside of Calgary, especially, who may want to invest their savings in this, the city of opportunities, can secure from this firm authentic information regarding any section of the city or vicinity. Their excellent judgment in land values is evidenced by the hundreds of investors, who have realized handsome profits by acting on their suggestions.

While this firm's operations include every line of land and building investments, they specialize on city properties and close-in acreage, their listings covering desirable property in every part of the city. Each department of the business is under the care of a man thoroughly qualified and experienced in his department, which experience is always at the service of their clients.

Nine years of successful business operations is a record to be proud of and a great tribute to honest dealings.

The firm, owing entirely to their strict adherence to the best business principles, have quite a large and growing clientele in the Eastern and Maritime Provinces. It might truly be said that their motto is: "Clean hands and a square deal."

It is well known that the members of this firm are specialists in west end values and know Bankview, Sunalta, Royal Sunalta, Glengarry, Killarney, etc., like a book; whilst Crescent Heights, Balmoral, West Mount Pleasant, Pleasant Heights, Regal Terrace and all properties on the "North Hill" receive the special attention of competent assistants.

The long experience that Mr. Benson has had in contracting and building operations, must make his opinion on the value of a house, block or construction work one worth having, especially when one is looking for a comfortable home in this Western country.

The partners in the firm are E. D. Benson and Joseph Walters. Mr. Benson, who has resided in Calgary for the past ten years, is a native of Quebec, and was in business in Ottawa as a builder and contractor, while Mr. Walters is from Derbyshire in the Old Country, where he was in business as a chemist up to leaving for this, the land of his adoption.

The offices of this firm are located in the Wright block, 221a Eighth avenue east, at which address they will, we know, be pleased to answer all enquiries.



RESIDENCE OF F. D. BENSON

SOUTHEAST (CALGARY) LAND CO., LTD.

THE very mention of Southeast Calgary, especially to those who are acquainted with local conditions, calls to mind one of the largest and most profitable fields for investment in any city of the Dominion. In this district the C. P. R. shops, which will employ from 3,000 to 5,000 men will be located, through this section two new trunk lines of railway now building and others in immediate prospect will enter the city, and it is here that the municipality has purchased forty or more acres of valuable land to be sold as factory sites at first cost. One line of street railway is projected and another private line will be built. Altogether millions will be spent in development work in Southeast Calgary, and therefore the eyes of the investing public throughout the country are turned in this direction.

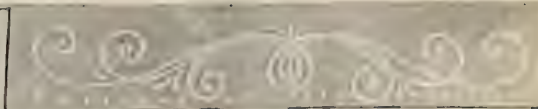
These facts considered, it is not strange that the Southeast Land Company, Ltd., with a capital of a quarter of a million, would be organized for the purpose of developing and selling large holdings in this district. The company owns 4,000 acres, including two high-class subdivisions—Harvetta Heights and Fairmont—and the company's officers and directorate is composed of some of the most successful business men of the city, including such well known citizens as O. G. Devenish, M. D. Geddes, H. T. Sheffield, A. A. Dick, S. G. Grosch, S. E. Beveridge and F. D. Beveridge.

The officers of the company are: O. G. Devenish, president; F. D. Beveridge, vice-president; H. T. Sheffield, secretary-treasurer, and S. E. Beveridge, sales manager. Aside from the large holdings which the company owns, it is also exclusive selling agent for the Southeast Calgary Corporation's properties, consisting of some 3,000 acres in the immediate vicinity of its own lands, which gives it absolute control of 7,000 acres of the most valuable suburban property near this or any other city. Most of this land lies between the C.P.R. and Bow River and is within 20 minutes car ride of the post-office, where the city electric system is now being extended and directly in the path of the greatest building activity of recent years.

The offices of the company, in charge of the Beveridge Brothers, are located in a neat one story brick building, which they own, at 709-711 Second Street East, twenty-four by thirty feet in dimensions, and containing four rooms, each of which is furnished in the most modern and up-to-date manner. The Beveridge Brothers are native of Canada, S. E. coming here in 1887, and F. D. in 1900. They both are largely interested in other property in Calgary, some of which is shown on this and the opposite page. They are also owners of Mount Pleasant subdivision and have large financial holdings in the Alberta Suburban Railway Company.



RESIDENCE OF S. E. BEVERIDGE.



GROUP OF BUILDINGS OWNED BY BEVERIDGE BROS

O. G. DEVENISH & COMPANY

Real Estate Investments

AIDING in Calgary's steady march of progress, and a valuable adjunct in exploiting the opportunities of the city throughout all of Canada and the United States, is the enterprise styled O. G. Devenish & Company, general real estate investments, rentals, farm lands, city and suburban property, and whose offices are handsomely equipped and cover the entire ground floor at 813a First Street East.

The company was established eight years ago, and includes O. G. Devenish, G. S. Wolverton, W. A. Matson and F. A. Gillilan. The complete and extensive manner in which this firm distributes information concerning the resources and advantages of the country, and the thoroughness of all their methods, has brought recognition of their business as one of the most important factors in the development of Calgary and surrounding country.

Mr. Devenish, the head of the company, is a native of Indiana, and came to this city eight years ago from Spokane, Wash. From a meagre beginning his rise has been rapid and is the result of a keen business foresight and sheer hard work. He is now

owner of the Devenish Apartments and two handsome business blocks. He is a member of the Board of Trade, a man of liberal public spirit, and enjoys the confidence and esteem of the community.

Mr. Wolverton also came to Calgary from Spokane, having been engaged in the real estate business in that city since it was a mere village of less than 1,000 population. He has been identified with the Devenish company only a few months, but has more than made good.

Mr. Matson is a native of Ontario, and joined forces with this company three years ago, since which time he has been very successful and made many friends and clients.

Mr. Gillilan was formerly a traveling salesman out of Columbus, Ohio, and entered the real estate business with this company in 1910.

All of these men are hustlers, capable and honourable, and deserve the success surely coming their way.

NEW DEVENISH APARTMENTS, CORNER SEVENTEENTH AVENUE AND EIGHTH STREET WEST.

The Largest and Most Up-To-Date Building of Its Kind in the West.

Description.—Size of building, 250x60 feet, three stories and basement, with a floor space of approximately 60,000 square feet; bounded on the north by Sixteenth, the south by Seventeenth Avenues, east by Eighth and west by Ninth Streets, and at the intersection of two car lines; contains 57 five and three-room suites, 12 in the basement and 15 on each of the three top floors, situated on either side of a wide corridor extending the entire length of the building, and every suite outside and facing the street. Each suite has a reception hall, bath room, dressing room, large clothes

presses, disappearing beds, six-foot dressing mirrors, sideboards surmounted by serviceable and artistic bookcases. The kitchens are supplied with gas range, cabinets, and everything for the convenience of the housewife, finished in white enamel. The building is heated by steam, has individual call bells, lockers, double maple floors, large laundry room with hot air dryers, elevator service, fire walls and doors dividing the building into three sections, and a furnace in which all garbage is burned. The building cost \$200,000.



NEW DEVENISH APARTMENTS—O. G. DEVENISH, OWNER.

J. B. WATSON REALTY COMPANY

Real Estate Investments and Accountants.

A CONCERN of more than ordinary importance in the commercial life of Calgary, and one that has done much in the year and a half that it has been established toward the development of the city, is that of the J. B. Watson Realty Company, with head offices in Suite 11, Elma Block, 132 Eighth Avenue East.

The company occupies handsome and well equipped offices and transacts a general real estate, insurance and investment business, keeps a number of salesmen, two chartered accountants in the main office, and already points to scores of satisfied clients who have profited by their advice in the purchase of Calgary property. The officers of the firm are: J. B. Watson, secretary and manager, and A. H. Holdsworth, sales manager. These gentlemen are well acquainted with Calgary values and have had many years' experience in the business. Mr. Watson has been a resident of Calgary four years, coming here from his native home at Glasgow, Scotland. He is at present city auditor, and is secretary of the Institute of Chartered Accountants of Alberta. Mr. Holdsworth was born in Digby, Nova Scotia, and was for many years before coming to Alberta a commercial traveler out of Halifax. Both gentlemen are members of the Masonic order, and their social and business life is beyond criticism.



J. B. WATSON, C.A.



A. H. HOLDSWORTH.

The firm has recently established a branch office in Montreal, Quebec, at 530 St. Catherine Street West, and another in Revelstoke, B.C., which indicates a rapid and substantial growth of the business.



"CRAIGMADDIE," RESIDENCE OF J. E. WATSON, C. A.

THE MUTUAL LIFE ASSURANCE COMPANY OF CANADA

THE growth of life insurance in Canada is a notable record in the history of the financial institutions of the country. The amount of business done by the leading companies is of remarkable extent, and the solidity of the foundation upon which the companies are organized gives them a place among the strongest and most trustworthy of all our financial enterprises. One which has gained the full confidence of the public and is steadily growing in favor is the Mutual Life Assurance Company of Canada, established in 1870.

The Alberta branch office of the company was established in this city about fifteen years ago, located in suite 31-34 McDougall block, and is under the management of Geo. M. Thompson. The head office of the company is located at Waterloo, Ont.

This company needs no eulogy upon its soundness, its faithfulness in fulfilling obligations, its straightforward and honorable methods, for these have been clearly proven and are still more forcibly demonstrated by the gains shown by the statements of each succeeding year.

Mr. Thompson has had fourteen years' experience in the life insurance business, and came to Calgary two years ago from Winnipeg. He is an enterprising and progressive business man, and is thoroughly qualified in every respect for the position he holds.



DIAMOND LAND COMPANY

Real Estate

THE Diamond Land Company, recently established, is located in room 31 in the Lineham Block. The members of the firm are T. H. Sivil, R. J. Sivil and H. Baker. They do a general real estate business and have on their lists some very good bargains in city property and farm lands in Calgary and vicinity. They have shown a remarkable aptitude and talent for accomplishing results and have established an extensive clientage.

Mr. Baker was born in Orangeville, Ont., and was formerly a stenographer and came here from Winnipeg one year ago.

Messrs. Sivil have resided in this city for the past year and a half. The firm enjoys a high standing in business and fraternal circles.

BRYDEN & MUNN, Loans, Real Estate, Insurance.

AMONG our able and wide-awake real estate men are Bryden & Munn, who established their business here one year ago, with offices in room 8, in the Mackie block.

Their business covers everything connected with real estate, loans and insurance, and their list of clients are extensive and important. They guarantee to fill every requirement of those desiring city property or farm lands throughout Alberta. Their rates to the borrower are most reasonable, profits being secondary to the question of security, and they have always shown an unusual inclination to favor their clients in every possible manner. In insurance they represent only the most reliable companies. The members of the firm are E. G. Bryden and J. A. Munn.

Mr. Bryden was formerly a resident of Oxford, Eng., and before coming to Calgary four years ago was in the dairy business in Montreal.

Mr. Munn was the government butter-maker of Alberta before coming to this city three years ago.

Both are earnest advocates of the city's commercial expansion.

OVANS BROS. & CO. Real Estate Brokers and Financial Agents

ONE of our prominent real estate firms is Ovans Bros. & Co., located with offices in room 8 Herald Block, and established January 1st, 1910.

They transact a general real estate, loan and investment business and have demonstrated beyond doubt their ability to invest capital in such a way as to bring quick and sure returns, and their skill as financiers and excellence of judgment on realty have made their transactions in the local market among the most successful ones in the city during the past year. The members of the firm are W. J. Ovans and G. P. Ovans. Messrs. Ovans Brothers, who have had six years experience in this line of business, have been residents of Calgary for a number of years, coming here from Montreal. They are men of excellent standing in business and social circles.

D. A. SMITH & CO., Real Estate and Investments.

THE growth and development of this portion of the Northwest has created a most remunerative field for investment and enterprise, and one of the best sources from which to obtain exact information regarding realty and land investments is the real estate office opened

by D. A. Smith & Company in this city two years ago, at 131a Eighth Avenue West. They deal in city property, farm lands, coal lands and timber limits, selling land on crop payments, and have on their lists property from the lowest price to the very best class, and can suit the requirements of the most exacting.

Mr. D. A. Smith, manager of the company, has been a resident of Calgary for the past six years. He is a native of New Brunswick and was formerly proprietor of a general store in that place. He is given the hearty esteem and commendation of his patrons and the general public.

WATT & MOORE, Real Estate, Farm Lands and City Property. Saskatoon Property.

NONE have been more active in the study of opportunities which abound in Calgary and the rich farming country which surrounds it than the firm of Watt & Moore, who established their business here about nine months ago and are located in room 7, in the Armstrong block, on First Street East, where they deal largely in city and suburban property and farm lands, giving employment to experienced and energetic real estate salesmen. Their part in the real estate business of the city has been a most creditable one.

The members of the firm are P. D. Watt and J. Moore. Mr. Watt was born in Bertle, Man., and came to Calgary two years ago.

Mr. Moore has resided in Western Canada for 27 years. Both are highly esteemed by all who have come into personal or business relations with them.

MOXAM REALTY AND CONSTRUCTION COMPANY, LTD.

AS an evidence of the rapid growth and development of Calgary, there has been started in this city since the beginning of 1911 some of the largest and most important real estate and investment concerns in Western Canada. One of these enterprises deserving of especial mention in this review is that of the Moxam Realty & Construction Co., Ltd., which opened an office May 1, in rooms 49 and 50, Elma block.

Mr. John Moxam, who is largely interested in Calgary property, and who is just now completing two of the most modern and best equipped apartment houses in the Northwest, is general manager of the firm, the other officers being Frank Moxam and R. S. Boyle.

Aside from dealing in high-class realty investments, the firm conducts a general building and contracting business, and its home-building department is a popular and well patronized feature.

Mr. Moxam is a native of Ontario, having been born in Ottawa. For the past seven years he was engaged in the realty and construction business in Winnipeg, but answering the call of the West, came to Calgary and took up his residence in what he now says is the best city on the North American continent.

During Mr. Moxam's residence in Winnipeg he is accredited with building more apartment houses in that city than any other individual or concern, and he has substantial property interests there. Among the apartment houses constructed and still owned by him in Winnipeg are: Moxam Court, Royston, Ivan, and Waldron Apartments. The buildings shown on this page, and which are now almost ready for occupancy, contain each fourteen 6-room, strictly modern apartments. Mr. Moxam intends to erect several others in Calgary that will be equally as good, and therefore the company's building operations mean much to the future progress of the city.





Real Estate Investments and General Brokerage

THRIFT and foresight, no less than push and energy, distinguishes the Calgary business man and underlies the wonderful growth which the city has made and is making. There is no mistaking the fact that these qualities are doing much in bringing to the front the Tip Top Realty Company, who have responsible connections in all important cities. They handle farm lands, city property and a general brokerage business, and are no doubt one of the most enterprising firms in the city today. When they started in business a short time ago they considered that the only successful way to conduct a real estate business was to give fair and honest treatment to all. This they have done.

Anyone wishing the services of a strictly up-to-date and reliable firm, would do well to consult this company.

The principal office of this company is in suite 30 Lineham block, where they are always ready and willing to give any information concerning real estate. People coming to the city are earnestly invited to visit them and make their rooms their headquarters while here, where every facility will be afforded them. No matter whether you intend to buy real estate or not, you are welcome.

KILBOURN-NEWTON, LIMITED

Investments and Real Estate, Insurance and Loans

OUR able and wide-awake real estate men are invaluable factors in supplying information throughout all sections, and the firm of F. A. Kilbourn and W. S. Newton is one of the most active in this respect. This business, recently established, is located in suites 3 and 4, MacNachten block, and from there they control a rapidly increasing clientage in city and suburban investments, making a specialty of inside city property. Their clients depend upon them for superior service in the business and their offerings of business and resident properties throughout Alberta are especially attractive.

BALLANTYNE & BALLANTYNE

Real Estate Agents

ONE of the best sources in Calgary from which to obtain accurate information regarding all sorts of realty investments is the firm of Ballantyne & Ballantyne, who have had a successful business for several years, being located in room 3, 105 Eighth Avenue West. They deal in city and suburban property and farm lands throughout the Province of Alberta. They pay particular attention to improved city property and their listing of residences and business houses is second to none in the city. In addition they have mines, quarries and business opportunities of every description, and are in a position to offer the investor anything in the line of high-class propositions.

The individual members of the firm are Messrs. J. P. L. Ballantyne and W. S. Ballantyne. The former has been in the real estate business nine years, during which time he has resided in Calgary, while the latter came to this city about a year later, and has been dealing in realty about four years. They are natives of Glasgow, Scotland, but came to Calgary from Carlisle, England, where W. S. was engaged in the rubber manufacturing business, and J. P. L. was a traveling salesman.

CALGARY-LETHBRIDGE REALTY CO.

Farm Lands, City Property, Loans and Insurance

THE rapid settling up of Alberta, due to the steady march of many thousands seeking homes and fortunes in the last Great West, has called for the organization and establishment of large realty companies, with connections reaching throughout Canada, England and the United States. Such concerns in Calgary have met with wonderful success, and especially is this true of the older companies, who early grasped the opportunity for extensive and thorough operations in real estate brokerage.

The Calgary-Lethbridge Realty Company got a front seat in the band wagon of progress, so to speak, by beginning business here seven years ago. They have handsome offices in the MacLean block, with a staff of six competent salesmen. They have branch offices in Lethbridge and Toronto, and the company makes a specialty of high-class subdivision property.

Major E. Bick, the proprietor, is a native of Ontario, and has had many years' successful experience in this line of business. He is a member of the Calgary Board of Trade and a man of liberal and progressive views in all matters calculated to further the city's interests.

JOHN T. GIBSON

Real Estate

JOHN T. GIBSON, real estate dealer, who, although recently established, has proven by his many important real estate transactions that he is thoroughly capable and well qualified for the business in which he is engaged, came to Calgary about two years ago from New York, and established his business with offices in suite 301, Leeson & Lineham block. He does an extensive business in real estate in all its departments, buying, selling and exchanging city properties of all descriptions, and is prepared to meet the requirements of all classes of investors.

He has given the best service that can be had in this business to the people desiring real estate, for homes, business or investments, and his painstaking efforts to please clients, the courtesy he manifests toward all who do business with him and his thorough capability, commends him to the entire confidence of our citizens. In addition to the general business, Mr. Gibson handles considerable capital for English clients, who rely on his judgment for investment.

DOMINION AGENCY CO.

Real Estate Brokers.

THE real estate interest is unquestionably one of the most important of Calgary's varied business activities. Among the many real estate firms one which is entitled to special mention is the Dominion Agency Co., established in 1902, and located at 206a Eighth Avenue East.

They deal in city and suburban real estate, including business buildings and sites, modern homes, improved and unimproved lots, making a specialty of suburban acreage tracts, with some exceptionally fine farm lands throughout Alberta. They have also especially adequate facilities for making loans, and in insurance they represent only the strong and most substantial companies.

Mr. F. R. Harcourt, the manager, has had a great many years experience in this business and has been a resident of Calgary for the past ten years. He is a member of our Board of Trade and is at all times a strong and enthusiastic supporter of Calgary.

A. AURIOL & COMPANY

Real Estate and Investments.

ONE of Calgary's prominent and successful real estate firms is that of A. Auriol and Co., established for some time and located in suite 8 Cadogan Block. Their business covers everything connected with real estate, rents and loans, and their list of clients is extensive and important. Many of the finest farms of the adjoining country are listed with them. In loans, well established connections with capital make it possible to offer exceptional advantages to borrowers, their service in this line being eminently satisfactory.

Mr. A. Auriol, the manager, is a native of France, coming to this country three years ago from Paris. He has been successful personally in real estate and is thoroughly acquainted with this locality. He is also interested in coal mines in Alberta and invests French capital satisfactorily in this department or in real estate in any of the western cities.

Mr. Auriol has had a number of years experience in his profession, is thoroughly conversant with proper values and can furnish the best of references upon request. He is considered one of our most progressive and enterprising business men.

GRAVELEY & O'NEIL

Real Estate, Investments, Insurance, Etc.

A FIRM who saw in this section a valuable field of operation was Graveley & O'Neil, who established their business in 1901, with offices at 134 Eighth Avenue West, Bank of British North America block.

They buy and sell realty on their own account for city investors or non-residents, placing capital for savings banks, trust and insurance companies and capitalists, and in large or small matters never fail to satisfy themselves completely as to the security of the investments. In loans on farm and city realty the company's resources are of wide extent.

They represent the Phoenix Fire Assurance Company, of London, Eng., The Northern Assurance Company, The Canada Accident and Plate Glass Insurance Company and The Canada Permanent Mortgage Corporation, all of which are first-class companies of undisputed worth. Four alert and energetic salesmen represent them throughout their trade territory. The members of the firm are V. B. Graveley and H. E. O'Neil.

Messrs. Graveley and O'Neil have been residents of Calgary for the past twenty years and have had eighteen years' experience in this line of business.

They are members of our Board of Trade and are at all times strong and enthusiastic supporters of Calgary.

J. M. HUMPHREY & CO., LTD.

Real Estate, Insurance and Bonds

OUR able and wide-awake real estate men are important factors in supplying information throughout all sections and the firm of J. M. Humphrey & Company, Limited, has been one of the most active in this respect.

The business was established and incorporated four years ago with J. M. Humphrey, president, and Charles F. Adams, vice president. From their offices in suite 11, Alberta block, they control

a rapidly increasing clientage in real estate, insurance and bonds. Their clients depend on them for superior service, and their offerings of business and residence properties and farm lands throughout Alberta and British Columbia are especially attractive. They have in their employ four experienced representatives. In insurance they represent no company that is not first-class and of undisputed worth; their leaders being the Protectors' Underwriters of Hartford, Conn., and the Maryland Casualty Company of Baltimore.

Mr. Humphrey was born in Hampton, New Brunswick, and came to Calgary eight years ago from Greenwood, B. C. He was employed by the P. Burns & Company for seven years as an accountant and bookkeeper. He is a member of our Board of Trade and enjoys the esteem and good standing resulting from an enterprising and honourable business career.



CALGARY CLUB.

ALLIANCE INVESTMENT COMPANY, LIMITED

Real Estate in All Its Branches.

THE population of Calgary has doubled in the past five years, and in five more years it will increase another 100 per cent., making it then at least 120,000. This growth is not due to any unnatural condition, but is a result of the certain returns offered the investor in what is bound to be—owing to its advantageous geographical location—the commercial and industrial hub of Western Canada. Therefore, it is not surprising that local home building companies are rushed to keep up with the demand.

One of the most important of these in Calgary is the Alliance Investment

Co., Ltd., dealers in real estate in all its branches, but who specialize in building and contracting and erect homes to suit the purchaser and sell them on easy terms.

The buildings shown on this page were built by the company, which was established in 1906, and has an authorized capital of \$1,000,000, nearly all of which is paid up. The head office of the company is located at 711 First Street West, with branch offices in London, Eng., and Toronto, Ont., and the officers and individual members are: H. A. MacLean, president; Malcolm E. Davis, managing director; and L. F. McCausland, secretary-treasurer.



ARCHER & ROBERTSON **Real Estate, Financial Agents.**

IN this department of our business life may be found some of the best talent and enterprise in the city, and a firm which has risen to a high position in public estimation is that of Archer and Robertson. The firm was established in 1910 and has offices in the New Dominion Bank building, First Street East. They enjoy a large clientele in real estate. They buy and sell all kinds of real estate in Calgary and Alberta.

The members of the firm are F. B. Archer and J. A. Robertson. Mr. Archer was born in Campbellford, Ont., and has been a resident of this city for the past five years, coming here from Montreal.

Mr. Robertson is a native of Scotland and came to Calgary four years ago from Saskatchewan. Messrs. Archer and Robertson are excellent types of Calgary citizenship, thoroughly progressive and maintaining a high standard of ideals.

NATIONAL LAND CO., LIMITED. **Real Estate and Financial Agents**

THE NATIONAL LAND CO., LTD., is one of the very large and important real estate companies of Calgary, with operations extending from Winnipeg to Vancouver. They handle farm and ranch lands, city property, loans and insurance, and control extensive holdings in choice subdivision property in Saskatoon, Sask., and in Camrose, Alta.

The company maintains a large corps of capable representatives throughout Alberta and Saskatchewan, and the volume of business transacted by them is exceeded by few realty operators in Western Canada.

They have handsome ground floor offices at 711 First Street East, and the individual

members of the company are C. A. Shepard, manager, and Stanley F. Shepard. Both are young men of more than ordinary ability and enterprise.

J. A. DOODY **Real Estate and Investments**

PROMINENT among our oldest business concerns is J. A. Doody, who established his business in this city 14 years ago, and is located at 214 Eighth Avenue East. He controls an extensive business in all departments of real estate and investments, handling coal, timber and fruit lands in Alberta and Saskatchewan. He is owner of Parkview subdivision at Saskatoon. Mr. Doody came to Calgary in 1897 from Montreal. He is unquestionably an able representative of the real estate business, his perfect reliability and the courteous and prompt attention he gives to the demands made upon him, with a fairness of dealings which is never varying, readily accounts for his remarkable success.

GUNDY, GUNDY & FINCH, LTD. **Real Estate and Financial Brokers**

A COMPANY which has recently been incorporated and which has attracted a considerable clientele is that of Gundy, Gundy & Finch, Limited. The head office of the company is situated in the Grain Exchange building. They also have important offices in Toronto, Ont., and Des Moines, Iowa.

The members of the firm are J. F. Gundy, president; H. W. Gundy, vice-president, and H. J. Finch, manager. They are all natives of Eastern Canada, having originally come from Toronto. They are members

of our Board of Trade and have been among the foremost of our public spirited business men.

The operations of the firm include practically all of Western Canada, having large tracts of land in the Peace River district, in Central Alberta and also in Saskatchewan. They are general agents for the C. P. R. for the state of Iowa, U.S.A., and they are also operating a 4,000 acre farm at Provost, Alberta.

At the Calgary office this firm makes a specialty of city real estate and general insurance. They have one of the choicest listings of inside and suburban real estate to be found in the city in addition to owning Rosedale Heights and Homedale, and considerable property in Elbow Park, Mount Royal and Parkdale, in which subdivisions they specialize.

In connection with their Toronto office they are selling a great deal of Calgary property to Eastern investors who are now realizing the opportunities to be had in Alberta's best city.

THE PIONEER REALTY CO. **Real Estate, Investments, Loans and Insurance**

THIS business was originally established in Hillhurst, but soon outgrew their quarters there and recently moved to 229 Eighth Ave. East on the ground floor.

They handle real estate in all its branches and always have on their listings some exceptional bargains for the homeseeker or investor. Mr. B. G. Connor, the proprietor of the company, is authority on realty values throughout this section. He is a thoroughly reliable and progressive business man and one of Calgary's enthusiastic boosters.

A. A. DICK, REAL ESTATE

FEW places present so attractive and remunerative a field for real estate investment as this city. In the front rank of those engaged in real estate is Albert A. Dick, with an extensive clientage in city and suburban real estate, established in 1904 and located in room 36 Cadogan Block. None has been more

has been a most creditable one. He is owner of the new Hotel Alexandria on Ninth Avenue, and the Dick Block in East Calgary.

Mr. Dick was born in Manitoba and has been engaged in this business for seven years. He was formerly a farmer in Alberta and has resided in Calgary since 1888. He is a member of our Board



active in the study of the opportunities which abound in Calgary than Mr. Dick, and his part in the real estate business of the city

of Trade and is highly esteemed by all who have come into personal or business relations with him.

ARCHIBALD & GLADWIN

Real Estate

A PROMINENT firm dealing in city property, farm lands, and in real estate of every description is that of Archibald & Gladwin.

This firm consists of R. H. Archibald and A. H. Gladwin. They established their business two years ago and are located at 226a Eighth Avenue East, in room 9 in the Caledonia Block. In general realty they do a large business in all parts of the city, conducting business with dispatch and at moderate rates of commission and serving a large clientele. The insurance companies represented are recognized as sound in finance and reliability; they serve the public in this line of business with the utmost efficiency and courtesy.

Messrs. Archibald and Gladwin are natives of Nova Scotia and previous to coming to Calgary two years ago were engaged in the mercantile business at Bedford, N.S. They are counted with the very best element of our business life and as citizens who reflect honor upon the community.

GREGG & FINDLAY.

Real Estate.

OUR able and wide-awake real estate men are invaluable factors in supplying information throughout all sections, and Gregg & Findlay are among the most active in this respect. The members of the firm are S. G. Gregg and W. G. Findlay. They are successors to A. D. Irvine, and was established about six months ago. Located at 706a Centre Street they control a rapidly increasing clientele in city and suburban investments. They have the best facilities for making loans and offer the most reasonable rates and

still make the loans profitable to the capitalists. In fire insurance they represent companies long known for reliability, sound financial basis and liberal dealing.

Mr. Gregg came to Calgary two years ago from his native home, Ontario, where he was in the general mercantile business. He holds membership in the A. F. and A. M. and C. O. F.

Mr. Findlay was born in Hamilton, Ont. He came here five years ago from Hamilton, where he was engaged in Y.M.C.A. work.

CANADIAN REALTY COMPANY

Real Estate and Insurance.

IN the front rank of those engaged in real estate is the Canadian Realty Company, with an extensive clientele in city property, farm lands and insurance, established in 1909 and with office in room 2, Wright Block, at 221 Eighth Avenue East. The members of the firm are W. F. Kirkland and C. Fitz-Roy. They have on their lists many attractive and reasonable properties in the city and are accepted as authority on farm lands. The insurance companies which they represent are all reliable and prompt in the adjustment and payment of losses.

Two hustling salesmen represent the company throughout their trade territory.

Mr. Kirkland is a former resident of Manchester, Eng., and came to Calgary four years ago. Mr. Fitz-Roy has been a resident of Calgary for the past twenty-one years and has had ample experience in this line of business.

Both are honored and worthy members of our business circles and are at all times strong and enthusiastic supporters of Calgary.

SASK.-ALTA. REALTY COMPANY

THIS is one of the strongest financial institutions in the city. The home offices of the company are located in rooms 404 and 405 in the Leeson and Lineham Block. They have a branch office in the Victoria Hotel, Fort William, Ont.

Their business, established in February, 1911, is that of buying, selling and exchanging real estate and investments. They have listed some of the finest business and residence property in the city and have opportunities for every class of investor with large or small capital. The company has extensive real estate holdings throughout their trade territory of Alberta, Saskatchewan, Manitoba and Ontario. They are owners of Industrial Centre, Saskatoon, and require the assistance of ten wide-awake, energetic and experienced salesmen to represent them in their business.

The members of the firm are H. C., F. H. and T. L. Beamish. Messrs. Beamish Bros. are natives of Ontario and have had a number of years' experience in this business. Mr. F. H. Beamish has resided in Calgary for the past four years and has charge of the local offices. Mr. H. C. Beamish has been a resident of this city for the past three years and spends a great deal of his time traveling in the interests of the company. Mr. T. L. Beamish has charge of the office at Fort William, Ont., and is a resident of that city. The company is a strong and convincing advocate of the city's possibilities for profitable investment of capital and a potent factor in the growth of our community.

GERMAN-AMERICAN COLONIZATION CO., LIMITED

THE above firm is one of the largest and most substantial real estate concerns in Western Canada. It is composed of John Steinbrecker, president and senior member, and A. Steinbrecker, secretary-treasurer. Their offices occupy a neat one-story building at 118 Ninth Avenue West, directly opposite the new C. P. R. Hotel.

This company was established and incorporated in 1906, and since then have sold 100,000 acres of land, and handled \$1,000,000



PROPOSED RESIDENCE OF JOHN STEINBRECKER.

worth of city property. They are members of the Calgary Real Estate Exchange, agents for C. P. R. lands, and many thousand acres of the best winter wheat land in Alberta. They are owners of LaGrange, Pullman and Highland Park, high-class residential subdivisions, consisting of about 1,300 acres, three miles north of the postoffice, and of Belfast subdivision adjoining the site of the proposed Morris packing plant. They have recently graded and built a boulevard 110 feet wide, extending two miles east and west through LaGrange, Highland Park and LaHoyt to the C. P. R. tracks, and have under construction two handsome arches and are planting ornamental trees at a total cost of \$25,000.

Aside from real estate, the firm is largely interested in brick manufacturing, coal mining and sandstone.

ASLING & FLEETON

Real Estate

AMONG our progressive firms in this line is that established in December, 1910, by W. F. Asling, W. J. Fleeton and W. J. Coleman, with office in room 6, Mackie block, at 236 Eighth Avenue West.

Asling & Fleeton have already gained a firm footing among the best real estate clientage of the city, and the scope of their operations is rapidly increasing.

Mr. Asling was born in Midland, Ont., and has resided in this city for the past two years. He was formerly employed by the C. P. R. as a civil engineer with residence at Winnipeg. In that capacity he has had the opportunity of becoming acquainted with land in every part of Saskatchewan and Alberta, and has walked over the largest part of Alberta. Mr. Fleeton came to Calgary two years ago from Smith's Falls, Ont., where he was a locomotive engineer with the C. P. R. for ten years.

Mr. Coleman was born in Owensound, Ont., and came to Calgary fourteen years ago, and has been employed by the C. P. R. as engineer for the past thirteen years. Mr. Coleman has been investing in Calgary privately since coming here and has seen property advance 500 per cent in that time.

The members of the firm are energetic, liberal and public-spirited business men.

BURGESS & MOSS

Real Estate and Investments

IT has been proven beyond all question that real estate offers the safest investment that can be made, and the advice of men of affairs who have made a success in life is for the young man or woman trying to get a start, to place their savings in real estate in some growing town. There are many reasons for this, chief among which is that holdings in dirt cannot be stolen or run away, and though mercantile and financial institutions may fail, real estate is always safe and increasing in value with the inevitable growth of the city. But to secure the best results

obtainable, these investments should be made under the supervision and advice of honest and experienced realty dealers, whose knowledge of local conditions is absolute.

A Calgary firm that can be depended upon to deliver the best on the market at prices that are right is H. A. Burgess and N. B. Moss, with office in suite 8, Elma block. This company employs seven capable salesmen, and they sell property all over Alberta and British Columbia. They make a specialty of subdivisions and are agents for many of the best suburban properties near Calgary. Prior to engaging in this business Mr. Moss was engaged in the ranching business on a large scale, and Mr. Burgess was for years a commercial traveler. Mr. Burgess is a native of Nova Scotia, while Mr. Moss was born on a ranch, on the present site of Calgary Junction.



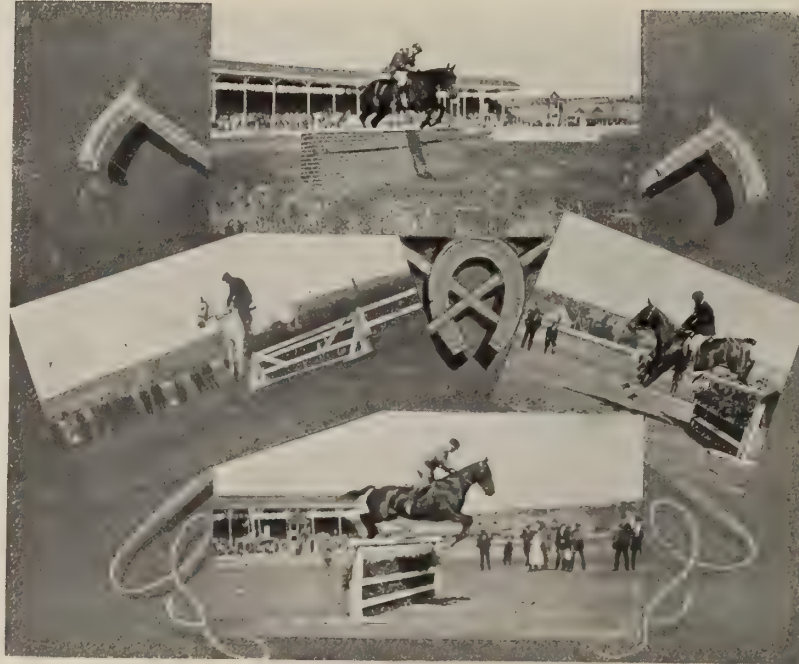
CITY HALL.

LEGG & SAUNDERS

Real Estate Brokers.

IN suite 40, Cadogan block, is located the real estate offices of Legg & Saunders, one of the most enterprising firms of Calgary. Since establishing the business here these gentlemen have conducted some very important realty transfers in both city property and farmlands.

The individual members of the firm are E. J. Legg and R. R. H. Saunders. Mr. Legg is a native of Dorsetshire, England, while Mr. Saunders was born in London. The former has resided in Calgary three years, and the latter came to this city in 1904. They formerly lived in Bath, Somerset, and London, Eng., also in Ire-



land; and have many friends and clients in the Old Country.

They have invested large sums of English capital since coming to Canada, specializing in West and Southwest lands, and in every instance made money for the purchaser. They are well qualified to advise anyone contemplating investments in farms and ranches.

Messrs. Legg & Saunders were formerly interested in ranching and horse breeding, having some of the finest animals in this section of country. They are enthusiastic horsemen, lovers of the chase and the race, as may be surmised from the pictures on this page.

THE FINANCIAL GUARANTY CO., LIMITED

Gray and May

CALGARY is a conspicuous example of the men who have charge of its financial strength and integrity, and various institutions are conceded to be much more than average in executive ability and business judgment.

One of our soundest institutions is The Financial Guaranty Company, Limited, established in 1907, and who have offices in suite 510 Leeson and Lineham Block. It was incorporated under companies ordinance, March 14, 1910, with John E. B. May, president, Harry Gray, vice-president and W. R. Fryer, secretary and treasurer.

They are business and stock brokers, bonded assignees, trustees, liquidators, accountants and official auditors, with trade territory covering Alberta, Saskatchewan, South America, Australia and England; controlling the largest volume of business for wholesalers in the city.

The collection and rental department is particularly valuable to the business element of the city, returns in collections being prompt and certain.

Mr. May was born in London, Eng., and has resided in Alberta for the past seven years.

Mr. Gray is a native of Scotland and came to Calgary four years ago.

Mr. Fryer came to Calgary four years ago from his birth place, Selkirk, Man.

The company is a member of our Board of Trade, and is an embodiment of the characteristic progress and energy of Calgary.

THE FOSTER REALTY COMPANY

Real Estate and Financial Brokers.

NEW places offer so attractive and remunerative field for investment as Western Canada.

In the front rank of the realty operators stands The Foster Realty Co. This company coming from the States started their Canadian operations about one year ago. They have their head offices in suite 18 Cadogan Block, and also maintain offices in Edmonton, Alta., Nelson, B.C., and Toronto, Ont.

This firm is known as the "Subdivision Specialists" and have added many new features to the subdivision business.

Selling all property as they do under an "iron clad guarantee" and being the originators of the "Canadian Death Clause," they have in a short time built up a clientage most gratifying in class and extent and their promptness and efficiency in all departments of their large business have gained for them an enviable reputation.

Their trade territory extends from Ontario west as well as a large portion of the United States and requires the services of some fifty representatives.

The members of the firm are George C. Foster and Jas. C. Foster, Jr. Also Mr. H. C. Logan, sales manager for the head office, and Mr. E. H. McArthur, manager of the Toronto office, are interested in the firm.

Messrs. Foster are natives of Ohio, while both Mr. Logan and Mr. McArthur are former residents of New York. All have had wide experience in the real estate business and before coming to Canada were conducting their business in the western States.

FLOYD-CARVER, INC.

Western Canada Farms and Investments.

THERE are many important real estate and financial brokerage companies in Calgary specializing in the sale of C. P. R. lands, but undoubtedly one of the leaders in this line is the concern known as Floyd-Carver, Inc., with offices in the Grain Exchange building. When it is considered that the C. P. R. owns a large percentage of the very best farming lands in Western Canada, which is sold on terms of about one-tenth cash and the balance in nine annual payments at 6 per cent., it can be seen that there is a most lucrative field in Calgary for the active general agent of the railway colonization department.

Branch offices of this company are maintained in Boston, Mass., in charge of Mr. Ernest E. Floyd, while the home office is under the direction of Mr. H. P. Carver. They also have other branches in many of the Eastern cities and in London, Eng.

F. H. STARR & COMPANY

Financial Agents.

THE firm of F. H. Starr & Company was recently established and is located at 818 First Street West. They have financial connections which permit excellent terms to those desiring loans, and negotiate such business with satisfaction to borrowers and capitalists. They possess thorough and comprehensive information on real estate conditions and give expert and conservative advice to those wishing to invest. They give employment to four people. Mr. Starr is a former resident of Toronto and came to Calgary five years ago.

JAMES SMALLEY

Builder and Estate Agent

IN the past five years twenty thousand persons have been added to Calgary's population, and there are many reasons for this phenomenal growth, chief among which is doubtless the certain returns offered capital through developing the boundless resources of this section.

At no time has the city shown any indication of a boom; its advancement always has been and is still of a permanent, substantial character.

This wonderful growth has naturally created a great demand for business premises and houses, which up to the present our ever-increasing volume of building operations has failed to cope with. Such a condition has called for the investment of hundreds of thousands of dollars.

Among those who have contributed largely in helping to



ONE OF THE MANY FINE HOMES BUILT BY
JAMES SMALLEY.

meet this great need is James Smalley, builder and estate agent, of 131 Eighth Avenue West. Realizing that this class of investment was not only safe, but also a very lucrative one, he has during the last five years been the means of influencing a large number of Old Country investors to take up this class of security, with such marked success that he now contemplates another trip over there with the intention of opening an office to be worked in conjunction with his Calgary office.

Two years ago Mr. Smalley incorporated the Calgary Home Building Company, Ltd., whose business is to build and make loans on the monthly payment plan. He is also a prominent member of the Masonic Order, and stands high in financial and business circles,

GADDES, JOHNS CO., LIMITED.

Brokerage and Commission Agents.

A PROMINENT, energetic and enterprising company recently established here is that of Gaddes, Johns Co., Limited, located with offices at 820 Centre Street.

They are brokerage and commission agents and deal extensively in general real estate. Their experience gives weight and practical value to their opinions, and they are well qualified to advance expert and conservative advice to those desiring to invest. In general realty they do a large business in all parts of the city, conducting business with despatch and at moderate rates of commission. The firm is recognized as sound in finances and business ability and they serve the public with the utmost efficiency and courtesy.

The members of the firm are G. M. Gaddes and E. H. Johns. Messrs. Gaddes and Johns have been residents of Calgary since May 1st, 1911, coming here from Didsbury, Alta. They have had a number of years' experience in their line of business and are strong and enthusiastic supporters of Calgary.

CALGARY BROKERS, LTD.,

Real Estate Investments, etc.

NO city in this section offers so inviting a field for safe and profitable investment in realty as Calgary, and enterprising and intelligent real estate agents have done an important work in placing its possibilities before investors.

One of our prominent firms engaged in this line is the Calgary Brokers, Limited, with offices at 212 Leeson & Lineham block. They established and incorporated the company in April, 1911, with F. J. Bradley president; F. J. Marshall, vice president, and W. A. Tuck, secretary and treasurer. They deal in real estate of all descriptions, city property and farm lands. They buy agreements and are business sellers. A courteous and liberal attitude in all their relations combine to place them in the foremost rank of such enterprises.

The members of the firm are natives of Ontario; Messrs. Bradley and Tuck were engaged in the dry goods business in Winnipeg before coming to Calgary five years ago.

Mr. Marshall has resided in this city since January, 1911. Prior to that time he was in the hardware business in Orangeville, Ont.

The firm is of such pronounced ability and integrity as to command the confidence of the public at the outset, and the success of the business is assured.

C. D. Strong and F. J. Marshall handle Redcliff coal, mined from a depth of over 300 feet; specialty of furnace and range coal, occupying above office. Their trade territory covers Manitoba, Alberta and Saskatchewan.

W. G. LAWRIE & CO.,

Real Estate, Loans and Insurance.

THE facilities offered for making profitable, secure and remunerative investments in real estate in Calgary were never greater than they are today.

A most reliable firm dealing in real estate, investments, loans and insurance is W. G. Lawrie & Company, whose offices are located in suite 15 Armstrong block. The company was established about two years ago, and conduct all transactions which come under the head of real estate and investments. In loans, capital relations of the most extensive character make it possible to advance money at reasonable rates. They represent well-known, reliable firms in insurance and give eminent satisfaction to both insurers and policy-holders in all instances.

Mr. G. W. Lawrie, the manager of the firm, has resided in Calgary for the past eleven years, coming here from Sault Ste. Marie, Mich. He was a traveling salesman previous to establishing his present business.

The high standing he has among the business element attests him as one of the progressive units of this city's material and steadfast advancement.

HUTTON TOWNSITE COMPANY, LIMITED

THERE are many citizens of Calgary who within the last half dozen years have laid by enough of this world's goods to last them the remainder of their lives, even though they dine on frog frogs' legs and mushrooms and have their own private yachts and cars, and other luxuries that belong to the man with coin of the realm. In nearly every instance these fortunes have been acquired through aggressiveness, forethought and the nerve to turn loose their shekels in early stages of development. In other words, these men have not waited for an iron-clad guarantee of two for one before making their investments, but have in a measure grasped the future and been content to rely upon their own common sense and judgment.

The opportunities for large profits through judicious real estate investments are still here, and in substantiation of this statement we have in mind a case in point: About a year ago Mr. A. H.

HUTTON 5 THE GOLDEN GRAIN TOWN OF SUNNY ALBERTA



Willett arrived in Calgary from Oregon, and he, like hundreds of others, was on a "sort of prospecting trip." After investigating conditions in the city, he made a tour of the rich agricultural country surrounding Calgary, and was not slow in deciding that the fertile and productive region in the Red Deer valley, 85 miles due east of Calgary, afforded a splendid location for a townsite. Be it known, however, that Mr. Willett had served in the legislatures of two States and was personally acquainted with Mr. James J. Hill, and knew something of that gentleman's plans regarding the extension of his lines in Alberta. This fact no doubt entered largely in his purchase of a tract of land through which he figured the Hill railroad would have to pass in its ultimate and inevitable entrance to the metropolis of Alberta, and through which the G. T. P. had already run a survey.

And so it is that the town of Hutton is the only town in this great district, at the present time, and notwithstanding the fact that it is surrounded by at least five thousand thrifty settlers, Bassano, which is thirty miles distant, is the nearest competing market point, and it is thirty miles north and south to railroads. Most of the lots in the original townsite have already been sold and there are now located in Hutton two large general merchandise stores, a 30-barrel flour mill, two livery barns, one blacksmith shop, butcher shop, two hotels, lumber yard, etc., and plans for a large modern hotel are on file with the Deputy District Attorney; also a good school house has been built and a drug store will soon be opened.

Adjoining the town is an abundant supply of coal which can be bought for \$2.00 per ton, and it is said that natural gas can be obtained at a depth of 1,000 feet, and a company has been formed to drive a well. Such well-known Calgary citizens as J. W. Mitchell, present mayor; L. T. Mewburn, wholesale grocer, have invested in Hutton town lots and the future growth of the town, which is bounded by the greatest wheat-producing land in the world, is assured beyond question.

The company's Calgary office is located on the ground floor of the Leeson-Lineham building. Mr. C. F. Hendrickson, president of the Scandinavian-American Bank of Portland, Ore., is president, and A. H. Willett, secretary.

O. E. TISDALE
Fire Insurance Agent.

INSURANCE is recognized as a matter which no man can afford to neglect, and that Calgary business interests are well protected in this respect is evident from the large number of prominent companies represented here.

A leading agency in insurance is that of O. E. Tisdale, occupying office rooms in the Armstrong Block. He is a general fire insurance agent, valuator and adjuster, representing only the strongest and most reliable firms, among whom are The Northwest Fire Insurance Company of Winnipeg, Canada, and the Atlas Assurance Company, Ltd., of London, England.

Mr. Tisdale has had thirty years' experience in this line of business; he has been a resident of Calgary for the past twelve years, coming here from Winnipeg. He is a member of our Board of Trade and is a valued addition to our citizenship.

F. W. MAPSON & COMPANY
Rentals, Insurance, Loans, Real Estate

ONE of Calgary's prominent and successful real estate firms is F. W. Mapson & Company, who established their business in this city in 1903, and are located at 811 First Street East. They do a general business covering real estate, rentals, loans and insurance, and their list of clients is extensive and important. Many of the finest properties in the city are listed with them and as rental agents they give experience and efficient service, collecting and remitting rents promptly and giving excellent attention to all matters pertaining to them. In loans they offer the most reasonable terms to borrowers and in in-

surance represent only well known and reliable companies. The members of the company are Frederick W. Mapson and Britian J. Durreli.

They have resided in Calgary for the past eight years and are influential in our business circles and have identified themselves with the forward movements of the city.

W. A. SINCLAIR
Real Estate and Financial Broker.

OUR able and wide awake real estate men are invaluable factors in supplying information throughout all sections, and W. A. Sinclair has been one of the most active in this respect.

This business was established two years ago and from his offices, 812 Second Street East, Mr. Sinclair controls a large clientage in city, suburban and farm investments, loans and insurance. He has demonstrated beyond a doubt his ability to invest capital in such a way as to bring quick and sure returns.

Mr. Sinclair is a native of Nova Scotia and has been a resident of our city for the past five years, coming here from Montreal where he was a traveling salesman. Since coming here he has amply manifested his interest in the city's welfare and his readiness to help in its advancement.

JOHNSTON BROS.
General Contractors and Builders,
Real Estate

THAT Calgary's realty values have maintained a steady increase is due as much to the ability and integrity of its real estate promoters as to its growing industries, and a concern which has made a record of well directed and effective activity

in this line and as general contractors and builders is the firm of Johnston Brothers, who established their business here about three years ago and are located in room 6 in the McTavish Block, at 815 Second Street East.

The members of the firm are W. M. Johnston and S. E. Johnston. They do a large business in general real estate and in general contracting and building, are prepared to execute with every possible dispatch consistent with good workmanship every contract undertaken. They have had twelve years' experience and in all their work have given the most careful supervision to the enterprise in hand. They employ thirty expert workmen and their adherence to the most honorable business principles has established for them a reputation of exceptional excellence and increased their patronage to one of gratifying extent.

Messrs. Johnston Brothers are natives of Ontario and have been residents of this city for the past three years. Mr. W. M. Johnston, senior member of the firm, holds membership in the A. F. & A. M., and both are progressive and reliable business men.

L. BANNERMAN & COMPANY.
Real Estate

THE real estate interests of this city are in the hands of intelligent and energetic men. A firm who has made admirable success in the past three years is L. Bannerman & Company, who have their offices at 707 Centre Street.

They have had three years' experience in this business and have shown a remarkable talent for accomplishing excellent results and have established an extensive clientage.

FEILDEN & COMPANY

Real Estate and Investments

AMONG the substantial real estate firms of this city one worthy of note is Feiden & Company, with office in room 509 Leeson-Lineham Block. They established business a short time ago, and do general real estate and investment business in city and farm lands throughout Alberta and British Columbia.

The members of the firm are A. Feiden and J. B. Royle. They are natives of England and were captains in the British army before coming to Calgary.

J. A. IRVINE & CO.

Real Estate, Loans and Insurance

THE large transactions in real estate and mortgage loans and the extensive operations in fire underwriting, constitutes one of the foremost business interests of Calgary. A leading and well-known company operating largely in this line is J. A. Irvine & Company, who have their office in room 201, in the Leeson-Lineham Block.

The business was established in 1906 and comprises real estate in all departments, rentals, loans and insurance.

They are agents for the Canadian Birkbeck Investment and Savings Company. They employ sixty-eight experienced salesmen to represent them in insurance and real estate throughout their trade territory of Alberta. In loans, their connections are of such stability that they are able to offer exceptionally reasonable rates to borrowers. They represent the Nova Scotia Fire Insurance Company. Mr. Irvine is a native of Nova Scotia and has been a resident of Calgary for the past five years. He has had twenty-five years' experience in this business and has shown efficiency and re-

liability in every connection. He is a member of our Board of Trade and enjoys the favor and commendation of the general public as well as a large and influential clientele.

SUTHERLAND & CAMPBELL

Real Estate and General Financial Brokers

ALL lines of business in Calgary are thriving and prosperous, but real estate is especially active and never before have inducements for safe and profitable investments been so attractive as now. A firm established in January, 1911, with offices in the Bruner block, and a branch office at Moose Jaw, who have been very successful, is that of Sutherland and Campbell.

They buy and sell real estate of every description in Calgary and Moose Jaw city property, Alberta and Saskatchewan farm lands and British Columbia fruit lands. They are owners of Norwood Heights which is among the choicest properties of Moose Jaw, and require the services of 12 hustling representatives. They are exclusive rental managers of Bruner block.

They also assume entire control of estates, collect rents and effect insurance, etc., and giving the most careful attention to every detail of such trusts. They have money to loan and are prepared to make excellent terms to reputable borrowers. The members of the firm are H. R. Sutherland and G. M. Campbell, who have resided in Calgary for the past three years, coming here from Winnipeg.

Mr. Sutherland was formerly employed in Brock's Wholesale Dry Goods company and Mr. Campbell was with the Robinson Company's retail dry goods store.

Both are capable, reliable and progressive business men and are heartily in accord with all plans designed to advance Calgary.

RUNIONS BROKERS, LIMITED

Real Estate, Loans and Insurance

THRIFT and foresight no less than push and energy distinguish the Calgary business man and underlie the wonderful expansion which the city has made, and these qualities are doing much to bring to the front Runions Brokers, Limited, who established their business in 1907 in room 7 in the Norman Block.

The business done is very comprehensive, embracing everything in the line of real estate dealings, loans and insurance. In real estate they sell houses, lots, improved and unimproved farm lands, and are representatives for the Grand Trunk Pacific town property at division points between Winnipeg and Edmonton. They make loans profitable to capitalists and still maintain connections that enable them to offer the most reasonable rates to borrowers.

In insurance they represent the Mutual Life of Canada and Nova Scotia Fire Insurance Company and are city managers for the Dominion of Canada Guarantee and Accident Insurance Company. The firm, of which Everd Runions is president and manager, employs four experienced salesmen throughout their trade territory of Calgary and Alberta.

Mr. Runions has resided in Calgary for the past six years. He was formerly the manual training director of Calgary and is highly esteemed by all who have come into personal or business relations with him.

They have branch agencies at 13 Victoria Street, Westminster, London, Eng., and room 26, No. 22 St. John Street, Montreal, Canada.

THE W. A. LOWRY COMPANY, LIMITED

THE entrance of the Grand Trunk Pacific railroad is opening the way for many new and prosperous towns in Western Canada, and Calgary is the logical centre for the direction of all this vast development work. The G. T. P. townsite of Hubalta, just east of the city, will be the important converging point of this large system. Therefore, it is not strange that one of the oldest

hundred active representatives, and these men, under the supervision of the head office, are laying the foundation for a greater Alberta.

The company was established in June, 1907, and incorporated two years later with W. A. Lowry, president and general manager, and James Arnold, secretary-treasurer and assistant manager. They are financial agents and fire insurance underwriters and the



GENERAL HOSPITAL.

and most reliable real estate concerns in the city is representing the town building for this great transcontinental line.

The W. A. Lowry Company, Ltd., is known throughout the entire Northwest as a stable and trustworthy firm, and it has had to do with most of the enterprises that stand for the substantial growth of Alberta. At this time there are in the province over two

volume of their business in the latter lines is second to none in this city. Offices are maintained at 807 First Street East, ground floor. Mr. Lowry has been a resident of Calgary ten years, coming here from Winnipeg, and Mr. Arnold's home was formerly in Montreal. Both are members of the Board of Trade and enthusiastic city builders.

THE ANDERSON INVESTMENT CO., LTD.

THRIFT and foresight, no less than push and energy, distinguish the Calgary business man and underlie the wonderful expansion which the city has made; and these qualities are doing much to bring to the front the Anderson Investment Company, Limited, established and incorporated in 1909, and located at 209-210 Grain Exchange building.

The business done is very comprehensive, embracing everything in real estate, loans and insurance, buying and selling city and suburban property, and improved and unimproved wheat

H. A. MARRS & CO., REAL ESTATE

ONE of the leading firms in the transfer and cartage business and who has also recently gone into the real estate business is H. A. Marrs and Company, who are proprietors of the Reliance Transfer Stable, located at the rear of 1839 Nineteenth Street West, and whose real estate office is located in room 46 Elma block.

The company handles an increasing business in all departments of real estate and also do a general transfer and cartage



NEW C. P. R. SHOPS, FROM DRAWING.

lands, having over one hundred thousand acres of the finest wheat lands in Southern Alberta. In loans well established connections with capital make it possible to offer exceptional advantages to borrowers. In insurance they represent only the most reliable companies. Mr. H. E. Anderson, treasurer and manager of the company, was born in St. Paul, Minn., and has been a resident of Calgary for the past six years.

business, being specially well equipped for this work. Mr. Marrs was born near Salem, Mass., and came to Calgary nine years ago from Boston, Mass. He has had a number of years' experience in both lines of business and is one of Calgary's progressive and public spirited business men, always willing to aid in any enterprise that has for its object the upbuilding of Calgary.

HENDERSON LAND COMPANY

IN this city, as in all others, are many concerns engaged in the real estate business, but one of the highest standing and most reliable is the Henderson Land Company. This company was established two years ago and have offices at 814 First Street West, where they do a general real estate, loan and investment business. They buy, sell and exchange city property and farm lands, with trade territory covering Alberta, Saskatchewan and British Columbia. They have demonstrated beyond a doubt their ability to invest capital in such a way as to bring quick and sure returns. In loans, their strong financial connections make it possible for them to supply large sums to reputable borrowers at very reasonable rates. The members of the firm are T. Henderson and A. Jenjesky.

RYMAL & BICKFORD Real Estate, Hillhurst, Calgary

ALL of the important real estate concerns of Calgary are not located in and near the centre of the business district by any means. There are many firms doing a thriving and prosperous business, with offices in the outskirts of the city.

Beyond doubt one of the best and most reliable of these is that of Rymal & Bickford, in Hillhurst, with phone number 3826, which has found a most lucrative and profitable field in this hustling and rapidly growing suburb.

The firm is composed of G. F. Rymal and F. A. Bickford, and they specialize on such well known and high class properties as Hillhurst, Upper Hillhurst, Westmont, Broadview, Grand Trunk and Parkdale.

They are also owners of Sylvan Terrace, on the Boulevard of the Bow river and about 2½ miles from the postoffice, which will soon be developed and placed on the market as a choice, restricted residence subdivision.

The firm has a splendid listing of business and residential property and pride themselves on the fact that they have never yet failed to make money for a client.

There is no doubt but that some of the best bargains in Calgary property are to be found in outlying residence and business lots, and Rymal and Bickford are in close touch with this phase of the local real estate situation.

TAYLOR AND ROSS, City and Suburban Properties.

AMONG the varied business enterprises of this city a firm of special prominence is that of Taylor & Ross, established recently and located with offices in suite 42-43 Elma B.ock.

They buy and sell all kinds of city and suburban properties and make investments for outside capital; they also have an exceptionally large and comprehensive list of attractive offerings in well located and eligible real estate, including properties suitable for residence and business purposes making a specialty of close-in business properties. They also handle fire and life insurance and represent only well known and old established companies, and the dispatch with which they manage all matters connected with transactions in these has become a notable feature of their business.

Mr. S. Y. Taylor, who has had a number of years' experience in this line of business, was formerly principal of the Mount

Royal school of Calgary; he has been a resident of this city for the past five years, coming here from Paris, Ont., his native home. Mr. J. P. Ross has had five years' experience in the real estate business, and was formerly local manager of Alberta for the Confederation Life Association of Toronto; he was born in Picton county, N.S., and has been a resident of Calgary for the past six years, coming here from Toronto. They are recognized as enterprising and progressive business men of the city.

NORTH WEST REAL ESTATE COMPANY

APIONEER firm in the city and one of staunch character and high influence is the North West Real Estate Company, who established their business in 1903 and are located at 238 Eighth Avenue East.

The company are agents for C. P. R. irrigated lands and G. T. P. town lots and deal in farms, ranches, city and suburban properties. They have some exceptionally fine opportunities throughout their trade territory covering all of Alberta.

They manage properties for non-residents or city holders who have not the time for such responsible duties. They collect rents and also secure the most desirable class of tenants for those having property to rent.

The members of the firm are A. C. Haslehust and R. S. Barbour.

Mr. Haslehust was born in Kent, Eng., and came to Calgary in 1907 from London, Eng., He has had twenty-four years' experience in this business.

Mr. Barbour came to Calgary in 1902 from Winnipeg. He was born in Pasley, Ont., and is an experienced real estate man.

T. J. WILLIAMS

Real Estate, Etc.

A RECENTLY established but already prominent real estate agency is that of T. J. Williams, located in room 7, over the Bank of British North America.

Mr. Williams controls an influential clientele in real estate transactions and sells every description of property; he has established a reputation for effecting sales and exchanges with the utmost dispatch.

He makes a specialty of British Columbia fruit ranches and is thoroughly endowed with knowledge pertaining to them, having spent years in personal experience in this line.

In insurance he represents only those companies long known for sound financial basis and reliability. Mr. Williams was born in Wales. He left Wales twenty-two years ago and has traveled extensively coming to this country six years ago. He is a man clearly adapted to his business, energetic and alert, reliable and of judgment that can be depended upon.

THE NORTHERN LIFE ASSURANCE COMPANY OF CANADA.

THE development of life insurance in this country has been amazing and the companies engaged in this business are almost universally of the highest financial rating. The individuals connected with the administration of their affairs are men who have done much to win the reputation for success which belongs to the Canadian business man.

Among the reliable life insurance companies is the Northern Life Assurance Company of Canada, with head offices at London, Ont. The Alberta branch office of this company was established in this city

five years ago, with offices in suite 14, Armstrong block, and is under the management of R. H. Scott. The company has a well merited record for promptness and efficiency in the settlement of all claims upon it, is organized upon the soundest principals and conducted in accordance with the best methods known in modern underwriting. Its contracts are simple and liberal and its obligations are fulfilled in the most honorable manner. Mr. Scott, the provincial manager for Alberta, has had a lifetime experience in this business and has been a resident of Calgary for the past five years, coming here from Stratford, Ont. He is well qualified for the prosecution of this work and has displayed unusual energy in promoting the company's business, giving its clients the benefit of experience and thorough knowledge and the utmost courtesy.

AGENCIES LIMITED

Real Estate and Financial Brokers

THE Agencies Limited, was established and incorporated in this city in February, 1911, with E. W. Northcott, president, B. Gyte, vice-president, and Walter A. Geddes, secretary-treasurer and manager.

Their offices are located in suites 12 and 16 Clarence Block, 122 Eighth Avenue West. They are auditors and financial brokers, and control a rapidly increasing clientage in investments, loans, valuations and insurance. They have demonstrated beyond a doubt their ability to invest capital in such a way as to bring quick and sure returns and their skill as financiers and their excellent judgment on realty have made their transactions in the local market among the most successful in the city. They assume entire

control of properties and are especially efficient as rental agents. They employ two wide-awake and capable salesmen to represent them throughout their trade territory, covering all of Alberta.

Mr. Northcott has had ten years' experience in this business. He came to Calgary five years ago from England, where he was engaged in civil engineering.

Mr. Gyte came to Calgary five years ago from Wales, and for some time was engaged in ranching.

Mr. Geddes, formerly a lawyer in Toronto has had thirteen years' experience in this business and has resided in Calgary for the past four years. The members of the firm are citizens who have a reputation for integrity and marked capability.

G. VIGEVENO

Real Estate

ALL lines of business in Calgary are thriving and prosperous, but real estate is especially active and a safer or more profitable field for investments could not be found anywhere. A worthy representative of the city's real estate agents is G. Vigeveno, with office at 1114a First Street West. He does a general real estate and renting business, buying and selling and exchanging local realty and makes investments for non-residents. He not only has extensive business transactions in the city, but has a large trade throughout the Dominion of Canada and Europe.

Mr. Vigeveno was born in Amsterdam, Holland, lived in France and came to Calgary one year ago from Montreal. He has had a number of years' experience in this business and was formerly a teacher of languages.

TOOLE, PEET & COMPANY

Financial, Real Estate and Insurance Agents

WITH the increasing railway facilities which are so rapidly being provided in Alberta new towns are being laid out and settled by enterprising and intelligent people from all parts of the country. A prominent firm who are exclusive townsite agents for the Canadian Pacific Railway Co.'s property in Calgary, and managers for Southern Alberta for several investment departments of large loan corporations, is that of Toole, Peet and Company, who established their business in this city in 1905, with offices at 706a Centre Street. They are appraisers and valuers and do a general real estate business. They also assume control of estates for non-resident owners. In insurance they have one of the strongest lists of companies in Western Canada, representing the Canada Life Assurance Company, Imperial Life Assurance Company, Edinburgh Life Assurance Company, Home Insurance Company of New York, Insurance Company of North America, Quebec Fire Insurance Company, Scottish Union and National Insurance Company, Commercial Union Assurance Company, Limited, Royal Insurance Company, Limited, and Ocean Accident and Guarantee Corporation, Limited. They give employment to fifteen experienced office help and salesmen.

The members of the firm are William Toole and George L. Peet, who have been residents of this vicinity over twenty years.

THE MAJESTIC REALTY COMPANY

Real Estate and Investments

A SUCCESSFUL and enterprising real estate firm in the city is that of the Majestic Realty Company, established July 1st, 1909, and located with offices suite 2 Armstrong Block. They do a general real estate, loan and investment business; also have agencies in all of the important cities of Eastern Canada, besides agencies in several Alberta and British Columbia cities. They are owners and exclusive agents of choice inside and suburban properties of Calgary and subdivisions and townsites in other Alberta towns.

The members of the firm are Geo. H. McKay, and Alva H. Buck. Both have had a number of years' experience in the real estate business in Western Canada.

MORFITT, LANG & COMPANY

Real Estate and Financial Brokers

THE above named firm, established about three years ago, has made an enviable record in well directed and effective real estate activity. The offices are located at 212 Eighth Avenue East, where they do a general real estate, insurance and financial brokerage business. Among their clients are a good proportion of the heavy investors of the city, and while they specialize in high-class business and residence property, they also do an extensive business in choice subdivisions adjoining the city.



G. W. Morfitt and Youngsters after "some" goose and chicken hunt

Mr. G. W. Morfitt has been in this line of work for eighteen years and has achieved the success that comes from able and energetic effort backed by a principle of square dealing. Prior to forming this partnership Mr. G. W. Lang was assistant superintendent of the Ottawa Electric Railway.

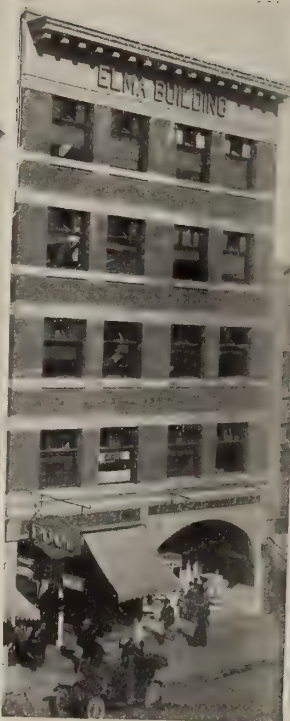
The firm is a member of the Calgary Board of Trade, and both gentlemen have the esteem and confidence of all with whom they have had any business dealings. They build and sell homes on easy terms and are just now putting up ten residences, near the heart of the city, the cheapest being worth \$5,000.



LINEHAM.



LEESON AND LINEHAM.



ELMA.



EMPRESS HOTEL.

GROUP OF BUILDINGS BUILT AND OWNED BY JOHN LINEHAM.

C. W. COPP & COMPANY

Real Estate

THE real estate interests of Calgary occupy an important place in the summing up of the successful enterprises of the city, and it can be said without fear of contradiction that as a general proposition they are in the hands of a class of men who are to a notable degree intelligent, energetic and honourable.

One of Calgary's able and wide-awake realty firms is that of C. W. Copp & Company, with offices in suite 26 Elma block, shown in the picture of that building on the opposite page. They do a general real estate brokerage business in city and suburban property, and specialize in high-class business and residence lots, improved and unimproved. Their energy and enthusiasm, united with sound judgment and prompt results, has made their position in the front rank of local dealers indisputable.

The head of the firm is Mr. C. W. Copp, and associated with him are his two brothers, J. Percy and Cecil A. Copp. They are all young men and natives of Baie Verte, N. B., but came to this city from Amherst, N. S., where they had been connected with the Amherst Boot and Shoe Company. The firm has recently opened a branch office in Saskatoon, which is in charge of J. Percy Copp. Judging from the success of the company so far, it is evident there is a bright future in store for them.

B. H. ARMSTRONG & CO.

Real Estate, Loans and Insurance

THE real estate, loan and insurance interests are unquestionably among the most important of Calgary's varied business activities. The city is becoming widely known as a field for safe and profitable investment, and its real estate men are noted for ability and honourable principles, and a thrift and enterprise which makes certain the success of their undertakings.

Among the many real estate concerns, one which is entitled to special mention is B. H. Armstrong & Company, established November 1st, 1910, and located at 814 Second Street East.

The members of the company are B. H. Armstrong, D. Ontkes and F. W. McLean. Their range of business is wide, covering

realty, loans, investments and insurance. Since their establishment they have brought about some of the most important realty transfers in the city and vicinity. Their loans are made on the excellent terms which are possible only with large financial connections, and their clients find courteous and interested consideration at all times. In insurance they represent only the strongest and most reliable companies.

Mr. Armstrong and Mr. Ontkes also own a general merchants and hardware store in Crossfield, Alta., which is managed by Mr. Ontkes. Mr. Armstrong has been a resident of Calgary since November 1st, 1910, and is a prominent Mason and Odd Fellow. Mr. Ontkes holds membership in the A. F. and A. M., I.O.O.F. and I. O. F. Mr. McLean came to Calgary May 1st, 1909, and is a prominent Odd Fellow.

These gentlemen are progressive citizens, heartily in accord with all plans designed to advance Calgary.

THE ANDERSON LAND COMPANY

Real Estate and Financial Brokers

ALBERTA securities are being accepted as sound and profitable by leading financial institutions throughout the East, and the firms dealing in such securities find a ready demand for them. Likewise Alberta land is becoming famous all over the world for its productiveness, and the enormous yields of small grain and diversified crops; and as these facts become circulated the result is an ever-increasing demand for farm land with a consequent increase in prices.

One of the prominent local firms featuring land investments and farm loans is the Anderson Land Company, with offices at 226 Eighth Avenue East, which also handles city properties, British Columbia fruit lands, townsite propositions, business chances and timber limits. In all departments of the real estate business the company's transactions are very extensive, and during the three years it has been established has conducted some of the largest deals recorded in this section.

Mr. G. W. Anderson, the proprietor, came to Calgary from Edmonton, and prior to opening a real estate office here was in a similar business in Edmonton, also handling accounts for some of the most important corporations in the Province.

S. J. BLAIR
Real Estate

CALGARY is a most remunerative field for investments and enterprise and one of the best sources from which to obtain information regarding real estate and land investments is S. J. Blair, with offices at 229 Eighth Avenue West. The business was established January 1, 1911, and is constantly growing to larger proportions. He deals in all classes of real estate in Calgary and vicinity. The properties he deals in are of unusual merit for investment and are located in the best part of the city and suburbs.

Mr. Blair was born in Halifax, N.S., and has been a resident of Calgary for the past nineteen years, coming here from Medicine Hat. He was formerly freight clerk with the C. P. R. He is one of our progressive citizens, heartily in accord with all plans designed to advance Calgary.

SYDENHAM REALTY COMPANY

THE real estate interest is unquestionably one of the most important of Calgary's various business interests and the city has become widely known as a field for safe and profitable investment. Among the real estate firms of Calgary there is one which is entitled to special mention in this volume. This is the Sydenham Realty Company, established under the present firm name January 1, 1911, and located at 414 Eighth Avenue East. They control a business whose range is wide, covering all classes of realty. They are commission agents and handle many of the important deals in the city. They collect rents and find desirable places for renters as well as good tenants for their clients. The list of properties they control offer unlimited opportunities for every class of investor.

The members of the firm are F. Sydenham and J. Young. Mr. Sydenham having had seven years' experience in this business and Mr. Young five years, they are well qualified to give valuable advice to their clients.

Mr. Sydenham was born in Devonshire, Eng., and came to Calgary seven years ago from South Wales, where he was formerly engaged as a house painter. He is a member of the I.O.O.F. and one of the city's most progressive business men.

Mr. Young, formerly an engineer, came to Calgary five years ago from his native home, Kent, Eng., and has proven himself to be a thorough business man in every respect.

**JAMIESON, HARMER, HUNTLEY,
LIMITED**

Real Estate and Insurance

THERE is no more accurate barometer of a city's general prosperity than the activity of its real estate interests. That Calgary values have maintained a steady increase is due largely to the ability and integrity of its realty dealers, and among those who are making good in this line is the firm of J. H. Jamieson, W. E. Harmer and J. A. Huntley, which entered the field during 1910, with offices in suite 45 and 46 McDougall Block.

They transact a large business in city and suburban property, loans and insurance. Their connections with eastern capital of the most substantial character makes it possible for them to loan money in any quantity at reasonable interest rates and on general terms that cannot be surpassed by conservative and reliable agents.

Mr. Jamieson, who founded the business, has been a resident of Calgary for seven years. He is a man whose integrity is un-

questioned and he is well qualified to offer advice to the prospective investor. Mr. Harmer has lived here for three years and Mr. Huntley somewhat recently became identified with the firm. They are all enthusiastic Calgary boosters, energetic and capable business men. In improved city property and farm lands they are exclusive agents for some of the best buys in this section of country.

J. W. VERMILYEA & COMPANY
Real Estate

ONE of the most prominent Calgary concerns dealing in real estate and investments is J. W. Vermilyea & Co., with large and well furnished ground floor offices at 130 Eighth Avenue East, one of the most central locations in the city.

The company handles an extensive business in all departments of real estate and loans, devoting attention to making investments for non-residents in city property and farm lands that promise speedy appreciation in value. Thousands of Calgary property owners have had dealings in one way and another with J. W. Vermilyea during the four years the business has been established, and no one who has bought on his advice has failed to realize a substantial increase on the investment. He himself is a large owner of improved and unimproved city property, including a handsome residence in Mount Royal.

Mr. Vermilyea came west from Belleville, Ont., locating in Calgary after first looking over the entire province and making up his mind that no city in the Dominion offered better inducements to the man with energy and a determination to build for the future. He is also secretary-treasurer of the Three Hills Coal and Development Co.

NATIONAL FINANCE CO., LTD.

THE National Finance Company, Limited, is a leading enterprise of this city and has had a successful existence in Calgary for the past two years. The home office of the company is located at Vancouver, B.C., and its Calgary branch is in room 1 in the Burns building, with R. B. O'Sullivan, local manager, and E. H. Crandell, director. It deals in first class securities, having ample advantages for procuring the best, and exercising the soundest judgment in their selection. It is trustee, executor, assignee, transfer agent, fiscal agent, manager of estates, mortgage, stock and bond brokers, and counts among its patrons



many of our leading investors and business men and conservative capitalists, who realize that the investments made through this reliable concern are absolutely safe.

Mr. O'Sullivan has been a resident of Calgary for the past twenty years, coming here from Ottawa, Ont. He was a dentist before taking charge of this business.

WILKINSON & BOYES Real Estate Brokers

IN everything that comes within the province of the real estate dealer the firm of Wilkinson & Boyes is most proficient, and this is said to be one of the most active, wide-awake and efficient concerns of the kind in the city. Their offices are located in suite 207 Leeson & Lineham block, and they not only do a large business in city and suburban property and farm lands, but conduct separate departments under able management for the placing of insurance, loans and rentals.

The individual members of this firm are Robert Wilkinson and Edwin Boyes, and they have each had nearly five years' ex-



COUNTRY CLUB.

perience in the real estate business. Mr. Wilkinson is a civil engineer and stands high in the profession.

Mr. Boyes is a native of Yorkshire, England. He was formerly in the grain business, being manager for elevators in Alberta of the Brackman-Kerr Milling Company, Ltd.

J. E. RICE,
Real Estate and Fire Insurance.

THE large transactions in real estate and extensive operations in fire insurance constitute one of Calgary's foremost business interests. A prominent and reliable agency, dealing in this line, is that of J. E. Rice, who has his office at 812 First Street West.

The business was established five years ago, and comprises real estate in all departments and fire insurance.

His list of city properties offer unlimited opportunities for every class of investor, with large or small means, and to each one is afforded the benefit of opinions based upon the thorough and constant study of the local market. Mr. Rice has made some of the most important real estate transfers in the city and numbers among his clients some of our largest investors.

He is also managing director of the Western Canada Fire Insurance Company, which is well known for its reliability and firm financial basis.

GREAT WEST INVESTMENT CO.
Farm Lands and City Property.

IT is fast becoming recognized throughout North America and England that Calgary offers excellent inducements to capitalists for investment in realty and securities. Two young men to appreciate the opportunity for a strong real estate, investment and insurance business are E. A. Rapin and F. Tetzer, who grasped the situation and resigned most lucrative positions to open an office on their own account.

Mr. Rapin is a native of Minnesota and Mr. Tetzer is an Austrian by birth. They

have resided in Calgary about six years, and the former was for some time a clerk in the C. P. R. offices, while the latter is a machinist by trade and was employed at his vocation prior to starting the present business on March 1, 1911.

Their office is located in room 18, Elma block, and they keep two able salesmen besides themselves. They provide automobile service for prospective buyers, and their courteous and efficient methods have won for them many friends and patrons.

The Great West Company makes a specialty of home building, and have built and sold scores of nice homes in Southeast Calgary at prices ranging from \$2,000 to \$12,000. They erect residences to suit the purchaser and sell on easy terms, requiring a small cash payment and balance arranged as rent. The firm points with pride to the fact that they have made money for every client.

TOPLEY, DAVIDSON & CO.
Real Estate and Rental Agents, Etc.

AMONG the firms dealing in real estate, loans and insurance, who have made admirable success since their establishment about a year ago, is Topley, Davidson and Company, located in the McTavish Block, Second Street East. The energy and skill which these gentlemen have displayed in their business have brought gratifying results and they manage a good proportion of the city's real estate transactions. They buy and sell realty of all kinds, and conduct a rental agency with perfect satisfaction to their patrons. They represent fire, life and accident insurance companies, all of them well known and reliable. Their excellent capital connections make it possible for

them to offer terms to borrowers that cannot be surpassed in the city.

The members of the firm are G. C. Topley, E. F. Davidson and J. W. Rees.

Mr. Topley has resided in Calgary for the past six years and was formerly employed in the postoffice. He is a member of the I.O.O.F. and one of our enterprising business men.

Mr. Davidson was formerly a traveling salesman out of Calgary. He is also a member of the I. O. O. F. and of excellent standing in business circles. Mr. Rees is a member of the C.O.F. He has been a resident of our city for the past six years and has amply manifested his interest in its welfare and his readiness to help in its advancement.

CANADIAN DEVELOPMENT CO.
LIMITED

VAST fortunes are being made in Alberta farm lands, and it has been said that there is no limit to the productiveness of the soil if properly cultivated. Especially is this true of the land near Cluny and Bassano, where the Canadian Development Company is improving some 23,000 acres.

The company makes a specialty of farm lands and farming, and began business in Calgary about four years ago. Their office is now located in suite 205 Grain Exchange building. The officers of the company are W. Hoople, president, and J. W. Renton, secretary and treasurer. They do an extensive business throughout Alberta and back up their faith in the lands they sell by actually engaging in farming pursuits and showing beyond question the great possibilities of our northern crops.

CARSCALLEN REALTY & BUILDING CO.

AMONG the reliable real estate concerns who have recently been established is the Carscallen Realty and Building Company, which comprises P. H. and S. G. Carscallen. This company have their offices in the Carscallen block, in Hillhurst, and make a specialty of building houses to sell. Besides



RESIDENCE OF S. G. CARSCALLEN.

dealing in real estate of all kinds they handle loans, and are underwriters for life and fire insurance.

Messrs. Carscallen came to Calgary nine years ago from Smith's Falls, Ont. They have had several years' experience in this line of business, and are well qualified for it, being energetic, reliable and having excellent judgment on realty.

SHAW, DAVIS & PRICKETT, LTD.

Western Canada Investments

ANYONE spending a few days in Calgary would know that there is a realty company here known as Shaw, Davis & Prickett, and from their many signs on high-class property and their advertisements in local newspapers, it is evident that they enjoy a good share of the public patronage.

This company is composed of Messrs. G. M. Shaw, H. J. Davis and R. B. Prickett, all energetic and capable business men and well posted on realty values. They buy and sell property for business and residential purposes, trackage sites, farm lands, and invest capital for Eastern clients. They have a large and growing list of Old Country customers, all having been born in England and having many friends and acquaintances across the water. All who have entrusted funds to them for investment have profited by their advice and judgment, as their propositions include some of the very best buys on the local market for homebuilding and for speculation.

The offices of the company are located in neat and well equipped ground-floor quarters at 710 First Street East. They have each had about six years' experience in the realty business, although the present company was not formed until 1910. Their trade territory extends over all of Western Canada, but they specialize in good inside city investments, farm and business locations.

Messrs. Shaw & Prickett were formerly in the ranching business, while Mr. Davis was for some years with the government fisheries department, with headquarters at Vancouver. Mr. Shaw came to Calgary from Trocha Valley, and Mr. Prickett from near Red Deer.

D. E. BLACK

CALGARY is the home of some of the largest and most up-to-date retail houses in this great northwest, and one worthy of especial mention is that of D. E. Black, diamond merchant, manufacturing jeweler and optician, issuer of marriage licenses and the largest watch repair business in Canada. This business was established in 1905 and is located at 116a Eighth Avenue East, and occupies the first floor of a two story brick, twenty-two by seventy-five feet in dimensions, carrying a most complete stock of diamonds, watches, jewelry of every description, silverware, precious stones, sterling silver novelties, etc.

A specialty in which he has few equals and no superiors is the elegant setting and mounting of diamonds and precious stones;

also repairing of fine watches and jewelry repairing, employing none but the most skilled workmen. The optical department is also most complete and under the management of a graduate optician.

The house employs thirty-eight people in various capacities, each one a specialist in their particular line. Mr. Black, whose experience in this line of business covers a lifetime, was born in Westport, Ont., and came to Calgary seven years ago from that place.

He is a member of the A. F. & A. M., I. O. O. F., K. of P., our Board of Trade, and is one of our

prominent and progressive business men, and an important factor in the growth and development of this city.



INTERIOR OF D. E. BLACK'S STORE.

MOFFAT BROS. Jewelers and Opticians

ONE of the many evidences of culture and good taste of the residents of Calgary is the constant and ever-growing demand for jewelry, cut glass, etc. Of the different houses engaged in supplying this demand Moffat Bros., jewelers and opticians, at 208 Eighth Avenue West, conduct one of the largest and most up-to-date stores of its kind in the city.

This business was established in October, 1910. They carry a select line of jewelry, watches, diamonds, cut glass, silverware, clocks, etc., and make a specialty of repairing fine watches and engraving, employing none but the most skilled workmen. A full line of optical goods is carried in stock and special pains are taken in testing the eye, each patient receiving the personal attention of a thoroughly scientific optician. A strong feature of the business is the diamond trade, which has already grown to large proportions.

The members of the firm are Alex. and Thos. B. Moffat. Mr. A. Moffat, who has had a lifetime experience in the jewelry business, has been a resident of this city for the past year, coming here from Brantford, Ont. Mr. T. B. Moffat, who has had twenty-two years experience in this line of business, is an expert engraver and a graduate optician; he has been a resident of Calgary for the past year, coming here from Winnipeg. Both are recognized as successful and enterprising business men of this city.

H. S. VAN BUREN & CO. Hardware and Builders' Supplies

IN a rapidly growing city like Calgary there is no branch of the retail trade that occupies a more important place than that of hardware and builders' supplies, and not the least important of these is the firm of H. S. Van Buren & Co., established about three years ago and located at 1207 First Street West.

This firm carries a complete line of hardware, stoves, ranges, paints, oils, varnishes, glass, tin and enamelware, and builders' supplies. They are agents for Martin-Senour paint—100 per cent. pure—and Campbell's varnish stain.

The members of the firm are A. P. Van Buren, H. M. Van Buren with Harry S. Van Buren, manager.

THE HUDSON'S BAY COMPANY

THIS review of our commerce would certainly be most incomplete without a particular mention of The Hudson's Bay Company, the oldest firm in Canada. This company was established and incorporated in A.D. 1670 and have had trading posts all over the Dominion ever since that date. Their business was established in this city over thirty years ago and they have been in their present quarters for the past twenty years, located at the corner of Eighth Avenue and Centre Street. They occupy their



own building, a three story and basement stone structure, one hundred by one hundred and twenty feet in dimensions; and they are now building a handsome six story and basement structure, one hundred and thirty by two hundred and fifty feet in dimensions, to be built of steel, concrete and terra cotta with a foundation to hold ten stories to be added as occasion demands, which will be one of the most complete and up-to-date buildings in Western Canada, furnished with every modern convenience and the finest furnishings of any department store in the entire west, at a total cost of \$1,500,000.

**GLASS BROS. COMPANY,
Boots and Shoes.**

A RETAIL enterprise worthy of especial mention is that of Glass Bros. Company, located at 120 Eighth Avenue West, was established in this city six years ago.

They are dealers in ladies' and men's high class boots and shoes, and carry one of the most complete lines of footwear of every description in the city. The services of six experienced clerks are required in handling their rapidly increasing trade.

The members of the firm are H. G. H. Glass and J. H. Glass, Jr. Mr. H. G. H. Glass, the manager of the company, who has had eighteen years' practical experience in the shoe business, came to Calgary from Buffalo, N. Y., six years ago.

He is a member of our Board of Trade, and one who is ever in advance in aiding a public enterprise which has for its object the upbuilding of Calgary.

They handle the famous Hanan & Sons' shoes, having exclusive Calgary rights for this company.

**L. G. FREEZE
Wholesale and Retail Groceries and
Provisions.**

THIS edition would be incomplete without a personal mention of "Calgary's Quality Grocery Stores."

Established in 1905 the main store is located at 233a Eighth Avenue East and the branch store at 119 Third Avenue East, the latter, a two story brick building, twenty-five by fifty feet in dimensions, is owned by Mr. Freeze, owner and manager of both stores. They do a wholesale and retail business and carry at all times a large and complete stock of staple and fancy groceries,

ies, fresh fruits, vegetables and provisions of all kinds, making a specialty of mail orders and supplying hotels and restaurants at wholesale prices.

The trade territory of this house includes Calgary and surrounding towns and country and requires the services of twenty-six experienced helpers and five delivery wagons.

Mr. Freeze was born in Calgary in 1885 and has lived here all of his life. He has had a number of years' experience in this line of business.

He is a member of our Board of Trade, A. F. & A. M., I. O. O. F. and is an energetic and progressive business man.

He is owner of some very valuable pieces of real estate in various parts of the city and is one of the few who have made a success in their native town.

**PENGELLY-AKITT, LTD.
The Quality Jewellers.**

THE demand for jewelry is one in which Calgary gives evidence of culture and good taste and which is well supplied by the firm of Pengelly-Akitt, Ltd., the Quality Jewellers.

This house established in 1881 and incorporated three years ago, is the first established jewelry business in Calgary. The store is located at 123 Eighth Avenue West, wherein is displayed the most comprehensive stock of diamonds, watches, jewelry of every description, silverware, precious stones, sterling silver novelties, etc. The trade extends throughout the city and vicinity and requires the services of thirteen competent employees. The establishment is noted for its high class goods and genuine reliability.

The members of the firm are S. Pengelly and H. J. Akitt. Mr. Pengelly was formerly

a traveling salesman and came here from Winnipeg about five years ago. Before coming here three years ago, Mr. Akitt was a student of the Canadian Horological Institute, Toronto.

Both have had about twelve years' experience in this line of business and are among our most prominent business men, courteous and liberal in all matters concerning the welfare of our community.

**THE TURNER-HICKS HARDWARE
CO., LIMITED,
General Hardware.**

THE growth of Calgary's prosperity reflects itself in the increasing excellence of its retail establishments and their expanding trade. A firm that has made a gratifying record is the Turner-Hicks Hardware Co., Limited, incorporated and established here two years ago and located at 217 Eighth Avenue West.

They carry a complete stock of builders' supplies, general hardware, stoves, ranges, granite and enamelware, etc. The members of the firm are A. M. Turner, president, and E. K. Hicks, secretary and treasurer. Mr. Turner has been a resident of Calgary for the past six years, coming here from Winnipeg. He was formerly a member of the McClary Manufacturing Company of this city, and has had fifteen years' experience in his present line of business. Mr. Hicks has been a resident of this city for the past two years, coming here from Winnipeg, having been in this business for the past seven years. They are members of our Board of Trade, and their honourable and progressive business methods have won for them the esteem of the community.

PRYCE JONES (canada) LIMITED

CALGARY, ALTA.



APRIL 1914



L. B. McMURDO, "MALE ATTIRE," 242 EIGHTH AVE. W.

THE HUGHES DRUG STORE

Drugs and Stationery

THE Hughes Drug Store is located at 1216 Ninth Avenue East and was established here about two years ago. The stock carried is complete and consists of the finest and best goods, in standard drugs and chemicals, family medicines, toilet goods, stationery, etc. The prescription department is unusually well equipped and in charge of a registered pharmacist.

Mr. R. H. Hughes, who is a druggist of sixteen years' experience, is a native of Hanover, Ont., coming here from Manitoba. He is a graduate of the Ontario College of Pharmacy and spent six years in New York City, making a specialty of the prescription business. He is a prominent member of the I. O. O. F. and is numbered among our reliable and enterprising business men.

ALEX. MARTIN

Gunmaker, Fire Arms and Sporting Goods

THE business enterprises of this city include establishments of every kind necessary to supply the demands of the people of this community, and a prominent and up-to-date firm is that of Alex. Martin, occupying their own building at 231 Eighth Avenue East, and established six years ago. They carry a complete stock of fire arms, ammunition, sporting goods, fishing tackle, bicycles, athletic goods, etc., also do cartridge loading. This firm is associated with Alex. Martin, of Glasgow and Edinburgh, maker of the celebrated Martin target and Lee Metford rifles. The trade of the firm covers Alberta and requires the services of twelve experienced employees.

Mr. Alex. Martin has associated with him his brother Fred R. Martin and A. A. Revine.

Mr. Alex. Martin, who has had a life time experience in the manufacture of guns and rifles, came to Calgary six years ago from Metford, Alta., where he was owner of a ranch. Mr. Revine came to Calgary about a year and a half ago from Winnipeg. Mr. Fred R. Martin came here about a year ago from Edinburgh, Scotland, where he was for a number of years manager of the Edinburgh branch and partner in the Edinburgh and Glasgow business.

SINGER SEWING MACHINE CO.

THE Singer Sewing Machine Company have offices at 711a First Street East, with F. J. Conroy as managing salesman. Their extensive business covers a trade territory extending throughout Calgary and vicinity, giving employment to fifteen competent salesmen. Mr. Conroy is a native of Prince Edward Island and came to Calgary five years ago from Boston, Mass., where he was employed on a railroad.

He is a member of the K. of C. and a man of high principle and unfailing courtesy.

JANSE, McDONNELL & CO. Railroad Contractors

PROMINENT representatives of this branch of industry is the published about two years ago and is located in room 3 in the firm of Janse, McDonnell and Company. This firm was established in the Mackie block, with branch office in Vancouver. They are contractors in general railroad construction work and employ two thousand men throughout their territory which covers the whole Dominion of Canada.

The members of the firm are M. Janse and Angus McDonnell. Mr. Janse has had thirty years' experience in this business and has been a resident of Calgary for the past two years.

Mr. McDonnell is a resident of Vancouver and has charge of the office at that place. He has been in this business for the past twelve years. Calgary is glad to number them among its representative firms.

JOHNSTON STORAGE AND CARTAGE CO. AND THE ARCTIC ICE CO.

THE business activities of this city cover every branch of mercantile endeavor and in this review it is our object to represent those concerns whose vast operations and importance are material factors in creating this great commercial centre of the Northwest. Pursuing this policy it is but logical that we individually mention the Johnston Storage and Cartage Co. and the Arctic Ice Co. Fred Johnston, sole owner and manager of both companies, with offices at 114 Ninth Avenue East.

The Johnston Storage and Cartage Co., was established in 1907. They deliver baggage and do a general storage, warehousing and cartage business, and are especially equipped for moving furniture, safes, plate glass, heavy machinery, etc., and make a specialty of warehousing and commission business. They own two large warehouses, one fifty by one hundred and forty feet, the other thirty-two by one hundred and thirty feet, also own their stables which are thirty-five by eighty feet, and lease two ware-

houses, one thirty by eighty-five feet, and the other forty by sixty feet in dimensions, making their warehouse facilities the largest and best for storing household goods in Western Canada. They utilize sixteen teams and give employment to thirty people.

The Arctic Ice Co., which was formerly the Johnston Ice Co., was established in 1910. They are wholesale and retail dealers in ice, which they ship to all points in Western Canada, besides controlling a large local trade and make deliveries to all parts of the city.

The ice house, located on Lindsay Avenue, is fifty-two by one hundred and forty feet in dimensions, with a capacity of many tons



of ice, is owned by the company. This company utilizes five teams and employs twelve people.

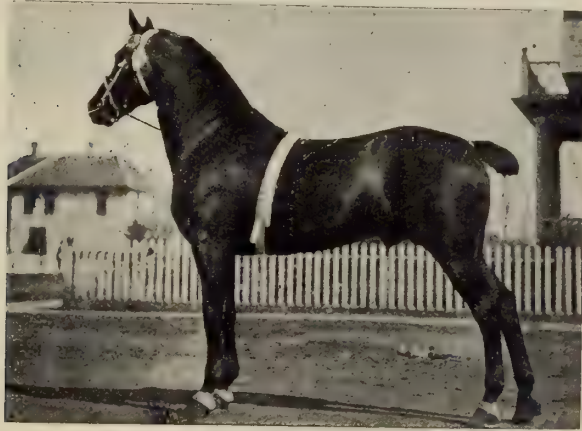
Mr. Johnston is a native of Ottawa and came to this city seven years ago from Brandon, Man. He was formerly a traveling salesman, then later in the brokerage and commission business.

He is a member of our Board of Trade and although a young man is recognized as one of our most prominent and influential business men, always giving most commendable support in all movements designed for the betterment of this community.

C. KINNIBURGH & COMPANY PIANO DEALERS

ONE of the truly "old-timers" of Calgary who has met with the success that follows untiring efforts and upright dealing is C. Kinniburgh & Company, with place of business at 1314 Centre St. and residence at 105 Thirteenth St. E. The office and warehouse is a neat one-story building erected for the purpose, and stocked with pianos, organs and musical instruments of all kinds.

Mr. Kinniburgh came to Calgary thirteen years ago, and through the purchase of real estate in both city and subdivision



property has acquired a recognized rating as one of Calgary's most substantial citizens. He is the owner of a large tract of valuable land near the famous Chestermere Lake and of much inside business and residence property.

Aside from his piano and organ business, Mr. Kinniburgh is an extensive dealer in the celebrated Hackney breed of driving and riding horses, which have won the blue ribbons at many provincial exhibits and which are unquestionably the best horses for the purposes ever brought to this climate. Some of his leaders are truly equine beauties, and it is well worth the time and trouble of anyone visiting Calgary to see these blooded animals.

F. L. HEATH

LADIES' TAILOR "TO THOSE WHO CARE."

THE skill and art of the tailor play no small part in conveying to outside observers an idea of the prosperity of a city, since these observers must naturally judge the city's representatives largely by external appearances.

One of the most prominent and reliable ladies' tailoring establishments of Calgary is that of F. L. Heath, recently established in this city and located at 1512 Fifth Street West.

Mr. Heath is a designer whose ideas are the perfection of good taste and whose ability for their execution is of the highest. He gives his customers the benefit of his long experience and his accurate knowledge of the best and latest modes. Six carefully trained tailors under the personal supervision of Mr. Heath are kept busy in supplying the demands of a large proportion of the most fastidious patronage of this community and throughout Alberta which testifies to the satisfaction to be found here in quality, fit, workmanship, material and price. The cutter, Mr. R. H. Williams, has had a great many years' experience, both in his native country, England, and in this country, coming here several years ago. He has been with Mr. Heath for a number of years.

Mr. Heath was born in Devonshire, England, and upon coming to this country, entered the Mitchell College, of New York, to gain knowledge of American ideas in clothing.

Before coming to Calgary two years ago he was with the Henry Morgan Company in Montreal.

He is extensively interested in real estate in Calgary, being an alert, wide-awake business man, as well as a most capable representative of his trade.

W. DIAMOND CLOTHING CO., LTD.

Men's Clothing and Furnishings.

THE object of this "Industrial Review" is to briefly mention every firm and to show the outside world what we as a people are doing today. All lines of business are represented here; especially is this true of the clothing business, and one of the most prominent of these is the W. Diamond Clothing Co., Limited, located at 136 Eighth Avenue East, and established and incorporated eighteen years ago.

This store carries a most complete line of clothing, shoes and gents' furnishings, making specialties of the celebrated Hart, Shaffner & Marx clothing and Florsheim shoes. The services of six experienced clerks are required in handling the extensive trade which they enjoy. Mr. C. Benjamin, the proprietor, who has had a lifetime experience in the clothing business, has been a resident of this city for the past eleven years, coming here from Edmonton, Alta.

EAST END POSTOFFICE,

Books and Stationery.

THE book and stationery department of the East End Postoffice, located at 1208a Ninth Avenue East, was established in April, 1911, by R. V. Shaw, and carries a complete line of all of the late books and plain and fancy stationery of all kinds.

Mr. Shaw has been a resident of this city for the past ten years, coming here from his native home in Fergus, Ont. He was for a number of years in the grocery business in this city.

He is a member of the A. F. and A. M. and I. O. O. F., and enjoys an excellent standing in this community.

DAN CASHMAN

Clothier

THIS business was established fifteen years ago, and is located at 814 Centre Street.

A most complete and up-to-date stock of mens clothing and furnishings are carried at all times, making a specialty of \$10 values.



Their trade territory covers all of Alberta and west to the coast, the business requiring the services of nine competent employes.

Mr. Dan Cashman, the proprietor, who has had twenty-five years' experience in this line of business, has been a resident of Calgary for the past fifteen years, coming here from Toronto. He is recognized as one of our prominent and enterprising business men.

ROBINSON & CO.,

The Daylight Store.

IN this review of our commerce it shall be our object to briefly mention the important industries in order that the outside world may know what manner of merchants have been chiefly instrumental in creating this great commercial centre of the Northwest.

One of the oldest and most favorably known among our retail houses is that of Robinson & Co., The Daylight Store, with G. C. Robinson, proprietor and manager. This business was established in 1898 and is located at 108 Eighth Avenue East occupying their own building, a two-story stone structure, thirty-two by one hundred and thirty feet in dimensions; carrying a most complete stock of furs, dress goods, millinery, mantles, suits, dry goods, linens, laces, blankets, bed spreads, etc. Thirty-two employes are required in caring for the large trade enjoyed by this house. Mr. Robinson, whose experience in this line of business covers a lifetime, is a native of England, and has been a resident of this city for the past twenty years, coming here from Portage la Prairie, Manitoba.

He is a member of the A. F. and A. M., I. O. O. F., our Board of Trade, and is one of our most prominent and progressive business men.

THE CALGARY FURNITURE STORE, LIMITED

CALGARY is the home of some important concerns in every line of trade, among which the Calgary Furniture Store, Ltd., is one of the oldest and most favorably known throughout this section. This business was established about 15 years ago and is located at 128 Eighth Avenue East, occupying a three story brick building, thirty by one hundred and thirty feet in dimensions; they also own and occupy a three story brick building on Seventh Avenue East, thirty-five by one hundred and thirty feet in dimensions, used as show rooms, connected with the main store.

They are wholesale and retail dealers in furniture and house furnishings, and the stock carried is most complete and includes everything

from the highest grade to the cheapest, offering every inducement to the newcomer who wishes to establish a

home. Forty employees and six delivery wagons, including the auto trucks, also auto runabout for collection department, are required in caring for their large trade which extends to Red Deer and covers all of southern Alberta.

The officers of the company are F. F. Higgs, president; G. A. Crooks, vice-president; J. M. Sullivan, secretary, and J. C. Scott, managing director. They are all residents of Calgary for a number of years, and are thoroughly reliable and progressive business men. The firm is a member of our Board of Trade and is an important factor in the growth and development of this city and community.



INTERIOR CALGARY FURNITURE STORE, LTD.

J. BERCUSON & COMPANY,
Clothing, Men's Furnishings, Boots and Shoes.

ONE of our prominent business firms is that of J. Bercuson and Company, operating three stores, located at 217, 211A and 227 Eighth avenue east, and established four years ago.

They carry a complete and up-to-date stock of men's clothing and furnishings, boots and shoes. The members of the firm are J. Bercuson and D. Cohen. Messrs. Bercuson and Cohen, who are natives of Roumania, have had a lifetime experience in this line of business, and have been residents of Calgary for the past six years, Mr. Bercuson coming here from Winnipeg and Mr. Cohen from Montreal.

SUNNYSIDE MEAT MARKET,
C. J. Barker, Proprietor.

THIS business, located at 104 Tenth street northwest, Sunnyside, was originally established in 1906, and has been under the present management since June, 1911.

They carry at all times a complete line of fresh and cured meats and make a specialty of poultry, butter, eggs and fish and oysters in season, their large and increasing trade requiring the services of three employees and two delivery wagons.

Mr. Barker was born in Dudley, Worcestershire, England, and came to Calgary two years ago from Vancouver, where he was for seven years in this same line of business. He is a thoroughly reliable and enterprising business man and enjoys a high standing in social and business circles.

THE CHILDREN'S STORE,
Miss Fraser, Proprietor.

THE Children's Store is located at 238 Eighth avenue west, and was established in April, 1911.

They carry a complete line of children's clothing, and are children's outfitters. Although but recently established they have already an extensive trade among some of the best people of this city; the business requiring the services of four competent clerks.

Miss Anna Fraser, who has had a lifetime experience in this line of business, is a native of Glasgow, Scotland, coming here about four years ago. She figures prominently in business and social circles of this city.

THORNTON & JACKSON,
Grocers.

ONE of our worthy business houses recently established is Thornton & Jackson, grocers, located at 120 Morleyville road.

The trade is exclusively of a retail character, covering the city and vicinity, requiring a number of employees and two wagons to transact the large local trade they enjoy.

The firm comprises George W. Thornton and H. Lloyd Jackson. They deal in staple and fancy groceries, vegetables and fruits in season, provisions of all kinds; canned and bottled goods, imported as well as domestic, the best brands of teas, coffees and spices. Messrs. Thornton & Jackson came to Calgary from Perth, Ont., where they have been engaged in this line of business for a number of years.

Both are thoroughly enterprising business men who are ever ready to do their share in promoting any enterprise that has for its object the advancement of this city.

OUR OWN DELIVERY AND MESSENGER SERVICE.

OUR OWN DELIVERY AND MESSENGER SERVICE was established two years ago, with office located at 233 Seventh avenue west. They do general moving of household furniture, trunks, baggage, office furniture, general store delivery, and quick messenger service. They have eight men in their employ, seven deliveries, and one automobile delivery with which they transact their rapidly increasing business.

Mr. L. Richards, the proprietor and manager, was born in Ontario, and was a resident of Red Deer, Alta., before coming to Calgary three years ago. He is a drug clerk and was employed by Curry & Cope drug store and McDermid drug store previous to establishing his present business.

MACHON BROS.,
Cartage and Team Work.

THIS firm was established about one year ago, and is located at 137 Seventh avenue east. They do both light and heavy cartage and team work, giving employment to four men. The members of the firm are E. G. and D. E. Machon. Mr. D. E. Machon, the manager, is a native of Manitoba. He was formerly a printer in this city, and has been a resident of this city for the past seven years.

MISSSES GREEN AND THOMSON, Ladies' Tailoring and Dressmaking.

IF one subject appeals more universally to the hearts of all women than any other it is certainly that of dress, and so appropriately and so neatly dressed as to be entirely unconscious of self and personality. To be so does not mean gorgeously gowned at great expense, but rather to be dressed appropriately for the occasion, sometimes plainly, sometimes handsomely, but at all times "fittingly" and well fitted.

Among those who assist the ladies of Calgary in the solution of the eternal question of what to wear, Misses M. Green and A. Thomson hold a prominent place. Their establishment is located at 301 Underwood block, where with several skilled employees they are kept busy executing the orders of a large and fastidious patronage.

Their customers are among the best of the city's patronage, won and kept by a high standard from which there is no retrograde.

Misses Green and Thomson were born in Chatham, Ont., and began their business in Calgary, March 1, 1911.

TAYLOR SIGN WORKS.

THE TAYLOR SIGN WORKS was established here eleven years ago, and is located with office at 221 Eighth Avenue East, and workshop at 505 Eighth Street West.

They have one of the largest and best-equipped sign shops in the west, and are makers of signs of every description on wood, glass, metal, canvas and cotton, making a specialty of theatrical scenery. Their extensive business requires the services of six experienced workmen. Mr. G. L. Tay-

lor, the proprietor, who has had twenty years' practical experience in this line of work, is a native of England, and has been a resident of this city for the past eleven years, coming here from Winnipeg. He is also interested in and owns considerable real estate in this city, and is one of our prominent and enterprising business men.

MISS R. PATERSON, Millinery.

MISS R. PATERSON, milliner, is located at 112a Eighth Avenue West. In this place will be found the latest patterns in street and dress hats and all kinds of trimmings.

Miss Paterson, who has had a number of years' experience in the millinery line, receives a liberal share of the most discriminating patronage of the city, and her artistic skill and the beauty of her creations are certain to strengthen her hold upon the public favor.

E. S. WALKER & CO., Jewellers and Watch Repairers.

ONE of the leading retail establishments of this city is the jewelry store of E. S. Walker & Co., located at 210 Eighth Avenue East.

This store was established four years ago and carry a full line of diamonds, watches and jewelry. They make a specialty of repairing watches, jewelry and setting and mounting of precious stones.

The members of the firm are E. S. Walker and Mary E. Walker. Mr. Walker, who is a jeweller of ten years' experience, was born in Toronto, Ont. He has been a resident of Calgary for the past eleven years, and is prominent in business and social circles.

BAILEY & GRANT, Photographers.

THIS business, recently established, is located at the corner of Seventh Avenue and First street east. The members of the firm are E. Bailey and E. N. Grant. They do photographic work in all its branches and picture framing. Mr. Grant has had six years' practical experience in this work. He is a native of Wales, England, and came here two years ago from Sulton, West Ontario, where he was engaged in farming. Mr. Bailey was formerly a carpenter in his native town, Cooperstown, N. D. He has been a resident of Calgary for the past year.

CALGARY WEEKLY LIVE STOCK AUCTION MARKET.

THIS firm was established in 1908 and is located at 714 Third St. East and Eighth avenue, with Alex MacLean manager and salesman.

They have sales every Wednesday and Saturday afternoons promptly at 1 o'clock, and sell all kinds of horses, milch cows, calves, poultry, wagons, buggies, harness and farm implements; furniture and stock sales are conducted all over the country, and the proceeds are guaranteed. They give employment to eight men and take excellent care of stock previous and after sale.

Mr. MacLean is a native of Inverness, Scotland, where he was engaged in farming and live stock business for ten years before coming to Calgary three years ago.

He is a man of excellent business ability and is greatly interested in the growth of Calgary.

THE NEILSON FURNITURE CO., LIMITED

MANY are the important industries in a rapidly growing metropolitan city like Calgary, and especially is this true in furniture and house furnishings.

One of the oldest and most favorably known among these is The Neilson Furniture Company, Limited, who established business in this city in 1894 and incorporated with a capital stock of \$200,000. Located at 118 and 120 Eighth Avenue East, they occupy their own building, a four-story and basement stone and reinforced concrete building, forty-six by one hundred and thirty feet in dimensions, built and occupied exclusively by this company.

They are direct importers and dealers in furniture and complete house furnishings of all kinds, from the cheapest to the finest grades, with a trade territory covering all of Alberta and part of Saskatchewan and British Columbia, which requires the services of fifty-one experienced employes in various capacities.

The officers of the company are: H. Neilson, president and managing director, and R. L. Glover, secretary and treasurer. Mr. Neilson is a native of



Ontario, and has lived in this city for the past eighteen years, coming here from Chatham, Ontario. His experience in this business covers a life time. He is one of the oldest members of our Board of Trade, and is well and favorably known throughout this section.

Mr. Glover was formerly an accountant. He has been a resident of Calgary for a number of years and enjoys a high standing in social and business circles.

This business is closely identified with the evolution of Calgary from a comparative village to the metropolis of the greatest wheat belt of five continents. The city and this store have advanced hand in hand, and in every event of progress which has transpired this store has notably made its impress upon the welfare of the people.

The force in bringing the development of this city to its present high standard is paralleled by the inspirations born in this store, and such a store is surely a useful feature of the community.

How wide the confidence and approval it has won is evidenced by such growth that has never been attained by any other store in this city.

A. E. SNELL, DRY GOODS, ETC.

CALGARY'S prominence as a trade centre is becoming more and more marked with each succeeding year and all departments of the retail trade are well and effectively represented; especially is this true in dry goods and furnishings. A prominent firm in this line is that of A. E. Snell, established about four years

They have also a complete domestic department, handling staple linens and artistic draperies, as well as an up-to-date millinery department, which caters to the average trade, showing a complete stock of medium priced and tailor made hats.

Mr. Snell is the sole owner and his trade territory covers all of Calgary and the surrounding country, all out of town orders being promptly filled under his personal supervision. He is a native of England but has lived in Canada the past thirteen years and is considered one of our prominent and progressive business men, well deserving of the success he enjoys.



ago and located at the corner of Thirteenth Avenue and First Street West, where they occupy space in a six story brick building and carry a complete stock of high grade dry goods, men's furnishings, ladies' and children's ready to wear garments, representing only well established and capable houses and tailors.

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INTERIOR VIEW OF A. E. SNELL'S

MARSHALL'S DRESSMAKING PARLORS.

THE Marshall's Dressmaking Parlors are located in room 30 Mackie block, and established in November, 1910, with Miss A. Marshall manager and proprietor. Miss Marshall has had ten years' experience in this business and thoroughly understands dressmaking in all its branches. She was born near Leeds, England, and has resided in Calgary for the past two years. She holds a high place in the esteem and confidence of her customers.

THE MISSES HOUSER, Skin Specialists.

DESPITE the saying which moralists have so long been fond of repeating to warn the feminine world of the fleeting qualities of beauty and the lightness of its value—woman has always prized the gift, and will continue to prize it and desire it until the end of time. The court beauty of long ago pinned her faith to powder and patch; the modern belle knows how much better the clear, brilliant complexion which can be made and kept by science, and those who have made themselves competent as dermatologists find their time completely occupied. A firm which has given an exhaustive study to this subject and chiropody, and whose skill has given them a wide reputation is that of The Misses Houser, skin specialists, who established their business in 1907, with parlours in the Thomas block, on Second street west.

Their parlours are divided into private apartments for manicuring and chiropody, scalp treatment, upright shampooing, etc., and are elegantly furnished and fully up-

to-date in every respect. They are specialists in scientific electrical, scalp and facial treatment, removing superfluous hair and other facial blemishes by the use of the electrolysis. They keep at all times a complete supply of the Princess toilet preparations. The members of the firm are Miss A. Houser, who is a graduate of the Dermatological Institute of Toronto, and Miss Ida Houser.

They were born in Swifville, Ontario, and have resided in Calgary for the past four years. The extent and character of their patronage are eloquent witnesses of their ability.

AYLWARD-WILLIAMS HARDWARE COMPANY, LIMITED

OF the many firms in this city engaged in the handling of hardware there is none better known than the establishment of Aylward-Williams Hardware Co., Ltd., located in Hillhurst.

A most complete stock of builders' hardware, tinware, stoves, ranges, granite and enamelware, etc., are carried at all times, their large trade requiring the services of four employees.

The members of the firm are J. B. Aylward and Geo. E. Williams. Mr. Aylward is a native of Queensville, Ont., and has been a resident of Calgary for the past five years. Mr. Williams was born in Toronto and has been a resident of this city five years; he is chaplain of the A. F. & A. M. and is prominent in social and business circles.

Messrs. Aylward and Williams are recognized as among our prominent business men, and always give praiseworthy support to all legitimate movements designed to extend the commercial influence of the city.

MONSIEUR BOMONT, Western Canada's Foremost Human Hair Goods House.

IN a metropolitan city like Calgary there are necessarily many establishments devoted to the care and treatment of the human hair and face, such as hair-dressing, facial massage, removing blemishes and perfecting the complexion.

The parlors owned by Monsieur A. Bomont were established in 1903 and are located at 803A First street west. They are divided into private apartments for manicuring, shampooing, scalp treatment, hair coloring, etc., and are nicely furnished and fully up-to-date in every respect.

They handle all kinds of human hair goods and complexion specialties; are artistic hair workers, and make a specialty of hair dressing, massage and electrical treatments, and special work from combings. They are hair specialists and experts in hair coloring, vibro massage and electro treatments for the hair, this department being under the personal direction of Prof. O'Byrne.

They employ seven people in different capacities, who are experts and skilled in their different occupations; also have a private shaving parlor, employing two men who are leaders in the "art tonsorial."

Monsieur Bomont was born in Paris, France, and came to Calgary eight years ago. He has had twenty-five years' experience in his profession and has five diplomas for excellence in hair work; two from London and one each from Paris, Geneva and Dublin; and is a man who fully merits by his excellent work the high esteem of his many patrons.

**J. O. PETTY,
Confectionery, Ice Cream and Cigars.**

THIS firm is located at 1024 Second Street East, and was recently established with J. O. Petty, proprietor and manager.

The store carries a complete line of candies, fruits, nuts, cigars and serve soft drinks and ice cream. Mr. Petty, who has had three years' experience in this business, was formerly with Warden, bakers and confectioners. He is also interested in real estate, buying and selling his own property. He has been a resident of Calgary for the past six years, and is recognized as a reliable and enterprising business man.

**HILLHURST MILLINERY AND
DRESSMAKING STORE,
Mrs. E. A. Smith, Prop.**

AMONG the many new business concerns that are being established in Hillhurst, and the first in its line, is the Hillhurst Millinery and Dressmaking Store, owned by Mrs. E. A. Smith and located in the Ross block.

The millinery display of the establishment is one of beauty and artistic arrangement and there are always to be seen the latest styles in hats, bonnets and mourning goods, together with trimmings of all kinds, and at very reasonable prices, being out of the high rent district.

Mrs. E. A. Smith, who has charge of this department, has had many years experience in this line of business in London, England, and came to Calgary from Toronto, Ont., where she was with the T. Eaton Company.

Miss M. Johnston, who has charge of the dressmaking department, thoroughly



understands dressmaking in all its branches and is a skillful and artistic designer of evening gowns, street dresses, shirt waists, skirts, etc.

Both hold a high place in the esteem and confidence of their customers.

**MARSH AND SON,
Bakers and Confectioners.**

FROM time to time, as the result of the progress of Calgary, new establishments are opened to afford the people of the city and its surrounding country better opportunities for procuring the luxuries as well as the necessities of life, and a most important concern engaged in this line is that of Marsh & Sons, bakers and confectioners, located at Hillhurst, occupying their own building and employing eight assistants and four delivery wagons.

This firm was established June 1st, 1908, and was incorporated about Jan. 1st, 1911.

Mr. Marsh is a native of England. He has been a resident of our city for the past four

years, coming here from Liverpool, where he was a commercial traveler. He is a member of the I. O. O. F. and was formerly secretary of the Young Men's Club. He has a high commercial standing and is regarded as one of our prominent citizens, always ready to aid in any legitimate enterprise that has for its object the upbuilding of Calgary.

The Marsh bakery is the originator in Calgary of the wrapped bread which the consumers of the city have so universally commended.

**SUMMERS & CORNFOOT,
Groceries, Flour, Feed, Hay and Oats.**

THE recently established firm of Summers & Cornfoot, located at 1208 Ninth Avenue East, is an important addition to the retail interests of this city.

The firm is composed of T. Summers and J. Cornfoot, and are dealers in staple and fancy groceries, flour, feed, hay and oats. They enjoy a liberal share of the local patronage which requires the services of two assistants and two delivery wagons.

Mr. Summers is a native of Carlton, Ontario, and a resident here about two years. He is an iron worker by trade and spent a number of years in that line of work. He has had three years' experience in this business and is recognized as an honorable and progressive business man.

Mr. Cornfoot is a native of Charlotte Town, Prince Edward Isle, and a resident of this city for the past two and a half years. He holds membership in the A. F. and A. M. and I. O. O. F., and enjoys a high standing among a wide circle of acquaintances in this city.

JAMES FINDLAY DRUG COMPANY LIMITED

IT is the intention of the publishers of the Merchants and Manufacturers' Record of Calgary to mention individually the leading establishments engaged in the various lines of trade and commerce in this metropolitan city of 60,000 inhabitants.

In reviewing the retail field there is one concern which stands out prominently as foremost of its kind not only in Calgary, but



INTERIOR JAMES FINDLAY DRUG CO., LTD.

in Western Canada, and that is the James Findlay Drug Company's store at 104-106 Eighth Avenue East, occupying the entire ground floor of the Lineham block, a room thirty-six by one hundred and thirty feet in dimensions.

It now requires twenty-five experienced employees to take care of the trade and manage the several departments.

The prescription department is in charge of full graduates and none but the purest drugs are used. The candy and ice cream and soda fountain section is equipped with the finest stock and furnishings, while the toilet articles, kodaks, cameras, rubber goods, sick room supplies, hand-bag and umbrella lines are second to none in the Dominion. There is also conducted in connection a scientific optical service in charge of Mr. S. Lering, an expert



FINDLAY APARTMENTS.

optician and refractionist; also a cigar department which is a strong feature of the enlarged store.

Mr. Findlay, the proprietor, is a native of Ontario and came here from Pembroke ten years ago.

Mr. Findlay owns considerable property here, a residence at 840 Thirteenth Avenue West, and an apartment block at 1318 First Street West. He is a Mason and Odd Fellow, and one of Calgary's most useful citizens.

GRAHAM & BUSCOMBE

Funeral Directors and Embalmers

THE firm of Graham and Buscombe, funeral directors and embalmers, was established in 1905, and is located at 611 Centre Street in a three-story and basement brick building, thirty-five by one hundred and twenty feet in dimensions, owned by Mr. Graham.

The members of the firm are A. C. Graham and J. K. Buscombe. They make all arrangements for funerals, and own their own hearses, and manufacture all caskets used in their business; this branch of the work is done under the personal supervision of Mr. Buscombe, who is a practical casket manufacturer, having been connected with the Simmons & Evel Co., Ltd., casket manufacturers, of Hamilton, Ont. In connection they have two ambulances, with a trained nurse of seven years'

experience in attendance. The auto ambulance is one of the finest made. They have a fine metal stable for their five horses, two of which are trained for quick hitch emergencies to the other ambulance.



Messrs. Graham & Buscombe have been residents of Calgary for the past eight years, and have had a great many years' experience in this business. Mr. Graham was born in South Mount, Ont., and was a tailor in Winnipeg previous to going into this business. He is also connected with the firm of Graham, Hamilton, Campbell Co., Ltd., real estate dealers, located at 713 Centre Street.

Mr. Buscombe came to Calgary from his native home, Hamilton, Ont. Both are eminently worthy of the high esteem accorded them,

P. A. HOLMES Druggist.

ONE of the popular and up-to-date drug stores of this city is that of P. A. Holmes, located at 1231 Second Street East, and established here one year ago.

A complete line of the finest and best drugs and chemicals, family medicines, toilet articles, and druggists' sundries is always to be found at this store. The prescription department is conducted with especial skill, being in charge of an experienced and registered pharmacist.

Mr. Holmes, who is a druggist of fifteen years' experience, is a native of Parrsboro, N.S., coming here from Victoria, B.C., about two years ago. He is a graduate of Bellevue Hospital Medical College.

THE SCOTLAND WOOLEN MILLS COMPANY, The Big Tailors.

THE skill and art of the tailor play no small part in conveying to outside observers an idea of the commercial prosperity of a city, since these observers must naturally judge the city's representatives largely by external appearances. One of the leading tailoring establishments of Calgary is that of The Scotland Woolen Mills Co., The Big Tailors, located at 1010 Second Street East and established April 1st, 1911, under the management of George Nendick.

The house carries a very comprehensive stock of foreign suitings, woolen fabrics, trimmings, etc., allowing patrons every advantage of selection combined with perfect fit and style. They are constantly engaged in fashioning the garments of some of our best business and professional men, and

no garment leaves the hands of Scotland Woolen Mills Co. in which the least imperfection can be found. Their suits are stylish, elegant, and noted for their well fitting, all work done being first class and guaranteed. One price suits a specialty.

The Scotland Woolen Mills Co. are favorably known throughout Canada and the United States and have branches at Toronto, London, Hamilton, Edmonton, Saskatoon, Regina, Winnipeg and Detroit, Mich., and Cleveland, Ohio. They are noted for the quality, material and workmanship which they employ in all work turned out.

Mr. Nendick has been a resident of Calgary since the establishment of the business in this city.

R. J. FRIZZLE, GROCER.

THE grocery house of R. J. Frizzle, located at 1316 Ninth Avenue East, was established October 5th, 1906, and carries a complete stock of staple and fancy groceries, fresh fruits, vegetables and provisions. The excellence of the goods handled and the neatness of this store is amply evidenced by its extensive patronage, having a large share of our local trade, which requires the services of six efficient employees and three delivery wagons.

Mr. Frizzle is a native of Cape Breton, Nova Scotia, and was for a number of years a resident of Fitchburg, Mass., prior to his coming to this city five years ago. He has had seventeen years' experience as a groceryman. He is a member of the Masons, I. O. O. F. and K. of P., and is one of our prominent and progressive business men.

BEVERS BROS. HARDWARE CO.

CALGARY is well supported in all lines of trade, and at no time in its history has the outlook for more rapid advancement in all matters which tend to make a city truly great been more apparent than they are today. Representative houses have made the city known throughout a wide and prosperous section of the country, all of which is now making itself felt in increasing annual trade volume.

A firm taking a prominent part in this business activity is Bevers Bros.' Hardware Company, recently established and located at 1309 First Street West.

They are successfully engaged in a retail trade in fine builders' hardware, tools and cutlery, house furnishings, tinware, granite and enamelware, paints and oils. They are also agents for Jewel stoves and steel ranges, which have become well known to the trade as embodying the most advanced ideas in practical and artistic range manufacture.

The firm is composed of R. F. Bevers and T. H. Bevers. They have recently been awarded the contract to furnish the finishing hardware for the big addition to the Pryce Jones department store, also for the Wesley Methodist church, corner Fourteenth Avenue and Seventh Street West. Messrs. Bevers Bros. were born in Hamilton, Ont., and came to Calgary August 1st, 1911, from Chicago. Mr. R. F. Bevers, who has had twelve years' experience in this business, was formerly traveling salesman for the Reading Hardware Co., of Reading, Pa., manufacturer of fine building supplies. Mr. T. H. Bevers has had six years' experience in the hardware business and is thoroughly acquainted with it in all its details.

CHICAGO OUTFITTING CO.

ONE of the retail houses of this city is that of the Chicago Outfitting Company with R. V. Hunt, president and managing director. It was established in 1907 and is located at 401-409 Eighth Avenue East. The house carries a complete stock of new and second hand furniture and general household goods, handling all grades of furniture, from the cheaper grade to the finest to be found in larger cities and requiring the services of five employees.

Mr. Hunt was born in Mt. Forest, Ont., and came here four years ago from Chicago, where he was engaged in this same line for a great many years.

He is a prominent Mason and is considered one of our most enterprising and progressive business men.

SANDERS & RUTHERFORD, Hardware and Builders' Supplies.

IN this review of our industries it is our object to hold up to public view the representative concerns engaged in the various lines of business. A firm worthy of especial mention is that of Sanders & Rutherford, dealers in everything in hardware, stoves, ranges, furnaces and builders' supplies, making a specialty of the Good Cheer furnace—with the circle pan—insuring health, comfort and "good cheer" all the year: with a motto of "we have the goods and the prices are right."

The firm, composed of W. Sanders and J. J. Rutherford, was established in 1908 and is located at 1226 Ninth Avenue East, occupying their own building with a floor space of about four thousand square feet.

They utilize two delivery wagons and give employment to nine experienced workmen in various capacities.

Mr. Sanders is a native of Huron county, Ontario, and has lived in this city about four years. He is a member of the A. F. and A. M., I. O. O. F. and Foresters. Mr. Rutherford is a resident of Calgary about four years, coming here from Sault Ste. Marie, Michigan. He holds membership in the A. F. and A. M. and I. O. O. F. The firm is recognized as among our reliable and progressive concerns, always taking an active interest in any movement for the advancement and welfare of this city.

LINTON BROS.,

Booksellers, Stationers, Newsdealers.

CALGARY'S growth and development is the result of many agencies, but one of the foremost reasons is that the merchants are wide awake and progressive, ready to adopt new ideas and methods, and ever reaching out to widen their trade territory.

Among those concerns is the firm of Linton Bros., who established business in this city twenty-eight years ago, and are located at 120-122 Eighth Avenue East, where they occupy their own building, a two-story stone structure, twenty-eight by one hundred and thirty feet in dimensions. They carry a large and complete stock of standard and popular books, full lines of office and fancy stationery, and the latest issues of newspapers and periodicals; also are dealers in fancy goods, games, chinaware, toys, wall papers, fishing tackle, musical goods, etc., and are agents for the Empire typewriter. They have a

large patronage throughout Calgary and Alberta, employing the services of nine people.

Mr. J. C. Linton, the proprietor, who has had a lifetime experience in this business, is a native of Ontario, and came to Calgary twenty-seven years ago from Winnipeg. He is a member of our Board of Trade and is a business man of broad and comprehensive ideas, liberal policy and honourable principle and methods.

THE DOMINION MEAT CO., LIMITED

Beef and Pork Packers.

AN important factor among those engaged in supplying the metropolitan needs of a city is a first class meat market. In this line Calgary is well supplied. A leader among those engaged in supplying local markets with fresh and smoked meats, fish, oysters and game in season is The Dominion Meat Co., Limited, branch of The Morris Packing Co. of Chicago, and located at 133 Eighth Avenue East, where they occupy their own building, a three-story brick structure thirty by one hundred and fifty feet in dimensions.

They are wholesalers and retailers of all kinds of meats, and are beef and pork packers, making a specialty of "Dominion Brand" hams, bacon and lard—always the best. Their extensive trade requires the services of forty employees and three delivery wagons.

Mr. Harry W. Jameson, the manager, has been a resident of Calgary for the past three years, coming here from St. Louis. He has had a number of years' experience in this line of business, and is considered one of our enterprising and progressive business men.

GLOBE SIGN WORKS, SIGN AND AUTO PAINTING

A FIRM taking a prominent part in the business activities of this city is that of the Globe Sign Works, located at 131 Third Ave. East, in a new brick block 50x125, two stories and basement, which is absolutely fire-proof. The building is owned by Mr. C. A. Estell, and was completed just in time for a picture for the Merchants and Manufacturers' Record. Recently fire destroyed Branch No. 2, where a large amount of the sign work was done, and which was located in a commodious frame building at 210 Fifth Street West. Their new home is one of the best for the purpose in Canada.

This business was established about three years ago, and up to September occupied quarters at 111A Eighth Avenue West. Their fast-growing business made it necessary to seek a large

and permanent home, for in the short space of three years the industry had expanded from one employing two or three sign writers to one of the most important industrial enterprises in the city, with twenty-two employes on its payroll.

They do artistic and practical work in board, cloth and glass signs, show cards, posters, window lettering, billboards, bulletins, etc., making a specialty of brass and electrical signs of all kinds, and their patronage extends over Alberta, Saskatchewan and British Columbia.

Mr. Estell, the proprietor, who has had a lifetime experience in this business, was born in Monmouth, Ill., and came to this city from Edmonton. He is a man of marked originality and a high degree of taste in his line, and his success in Calgary is well merited.



SALES CLOTHING CO.,
Ready-to-Wear and Made to Order
Clothing.

ONE of the reliable retail houses of this city is that of the Sales Clothing Co., located at 235 Eighth Avenue East, with E. S. Sales, proprietor and manager, whose business was established in this city six years ago.

This store carries the most complete line of ready-to-wear and made-to-order clothing, and are sole agents for the celebrated Campbells Clothing.

Mr. Sales, who has had thirty years' experience in the clothing business, came to Calgary from Ontario, about nine years ago. He is a member of our Board of Trade, and is recognized as one of our most enterprising and reliable business men.

HARVEY'S PHARMACY.

AMONG the business houses engaged in supplying the demands of the people in staple lines, none is more important than a well kept pharmacy, which touches the needs of the people in a most effective manner.

An establishment of this kind which is widely popular, completely stocked and well managed, is Harvey's Pharmacy, established in 1907 and located at 1223 Ninth Avenue East and owned by R. Harvey.

Mr. Harvey is a graduate of the Edinburgh College of Pharmacy, and since establishing this business has conducted it in an enterprising and skillful manner, carrying drugs and chemicals, family medicines, pharmaceutical specialties, toilet goods, photographic supplies, druggists' sundries, etc. A leading feature is made

of the prescription department, in which prescriptions are carefully compounded from the best and purest drugs.

Mr. Harvey is a native of Scotland, has had nineteen years' experience as a chemist and druggist, and is a business man who will cast his influence on the side of progress in the commercial and civic life of the community.

JENKINS & CO.,
Groceries, etc.

WE wish to mention in this review the firm of Jenkins & Company, owned and managed by H. Jenkins, and located at 1229 Ninth Avenue East. This business was established three years ago and carries a complete line of staple and fancy groceries, flour, hay, oats and feed.

The trade of this house is exclusively of a retail character, covering the city and vicinity, and requiring eight employees and two delivery wagons to handle the large local trade which it enjoys.

Mr. Jenkins is a native of Charlotte Town, Prince Edward Isle; he has had practically a lifetime experience in this line of business. He holds membership with the I. O. O. F. and Sons of England and is a thoroughly enterprising citizen.

A. E. SIBLEY,
The Reliable Shoe Man.

THIS store was established seven years ago, and is located at 226 Eighth Avenue East, carrying a complete and up-to-date stock of ladies' and men's shoes, handling the Hartt, F. W. Slater and Wyles Bros.' shoes, manufactured in Derby, England, making a specialty of men's best grade made at \$3.50 and \$4.50.

Mr. A. E. Sibley, the proprietor and manager, who has had twelve years' experience in the shoe business, came to Calgary from Ontario, his native home, about eight years ago. He is a member of the I. O. O. F. and Masons, and is recognized as one of our most thorough and enterprising business men.

HARDY & HUNT PIANO CO., LTD.

THE business enterprises and activities of Calgary include every class of house or business necessary to supply the needs or cater to the tastes of its citizens. The demand for musical instruments is one in which Calgary gives evidence of culture and good taste and which is well supplied by the firm of Hardy & Hunt Piano Co., located at 715 First Street West.

This firm was established some years ago, and is recognized as a leader in its department of trade. They handle only superior lines of instruments, being agents for Steinway & Sons, Chickering & Sons, Nordheimer, New Scale Williams, Ennis and Haines Bros.' pianos and player pianos.

The trade of the firm extends throughout Southern Alberta and requires the services of four experienced salesmen. The members of the firm, Messrs. F. W. Hardy and H. W. Hunt, have been residents of Calgary for the past eight years.

Mr. Hardy was formerly from London, Ontario, where he was in this same line of business for seven years.

Mr. Hunt was formerly a prominent ranchman in Innisfail, Alberta, and has had several years' experience in this business. Both are business men of excellent personal and commercial standing.

THE NEW IMPERIAL HOTEL

AMONG the very best—if not the largest—of Calgary's twenty-two hotels, is the New Imperial, located at the corner of Ninth Avenue and Second Street East. This hotel was established in 1904 by the Calgary Hotel Company, but in June, 1910, was taken over by John Mosley from W. J. Stokes. Mr. Mosley has since been proprietor and John Swan Jackson, manager of the New Imperial which has been remodeled and refurnished and is one of the most modern and up-to-date of any hotel in the city. The rates are \$2.00 per day, American plan.



IMPERIAL HOTEL.

Mr. Mosley is one of the oldest and best known hotel men in Western Canada, having started in business under Norman D. Jackson, proprietor of the Royal Hotel, in 1891. In 1894 he became manager of the Dominion Hotel, purchasing same in 1895, which he enlarged and improved and conducted for five years.

Mr. Mosley is a native of Aurora, Ont., having been born on a farm in 1861. He came to Calgary from Newmarket, Ont. He has always taken a keen interest in sports, especially lacrosse and hockey, and was for years an expert in these athletic games. He is also a hunter of more than ordinary skill and enthusiasm, one of the best live bird shots in the Province, and was for some time president of the Calgary Gun Club. As he expresses it, his greatest pleasure is his annual fall hunt, and that he is successful as a nimrod is evidenced from the numerous trophies of



RESIDENCE OF JOHN MOSLEY.

moose, deer, elk, antelope and goat heads which adorn the rotunda and dining room of the hotel. He also takes an active interest in the municipal and political welfare of Calgary.

The New Imperial is a three-story brick structure with sixty guest rooms and a seating capacity of forty in the dining room.

THE KING GEORGE HOTEL

THE first impressions of a city which are conveyed to a visitor are very largely influenced by the accommodations he finds at the hotels, and it is therefore of the greatest importance that the city should have well managed hostels, provided with the class of service demanded by the traveling public.

A most important addition to the hotels of this city was made when on December 11th the new King George Hotel opened its doors to the traveling public. It is a strictly modern and up-to-date six-story reinforced concrete and brick building fifty by one hundred and thirty feet in dimensions. The interior of the office, dining room and rathskeller being finished in marble with tile floors, and the finest furniture known in modern hostelry. The one hundred and twenty rooms have hot and cold running water, private telephone, and sixty



rooms with private bath, all most elegantly furnished.

The hotel was built at a cost of \$250,000, and is owned by Chas. Bell and J. Schiesel. The furnishings throughout are the finest to be found in Western Canada and cost \$60,000. It is conducted on the European plan with rates from \$2.00 up per day, with first-class grill or rathskeller in connection, the service is first class in every particular, none but the most skilled and experienced white help being employed in all departments. In all, the new King George Hotel is the most complete and up-to-date hotel in Western Canada.

Mr. C. Bell, the proprietor, is a hotel man of five years' experience and was formerly with the Royal Hotel of this city. He is well known throughout this section, is popular with the traveling public, and under his management the success of the hotel is now assured.

**ED. M. FOSTER,
The Shoe Man.**

AN important addition which has been recently made to the retail business interests of this city is the firm of Ed. M. Foster, dealer in high grade boots and shoes, located at 240 Eighth Avenue West.

This firm established business June 1st, 1911, carrying one of the most complete and up-to-date stocks of footwear in the city, making a specialty of Foster's Famous Footwear for ladies and gentlemen. They give special attention to out-of-town mail orders, and number among their customers some of the best elements of this city and surrounding territory, which requires the services of seven experienced clerks.

Mr. Ed. M. Foster, the proprietor and manager, who has had fourteen years' experience in the shoe business, came here from Vancouver, B. C., June 1, 1911.

MacLEOD BROS.,

The Great Clothiers of the Great West.

THE phenomenal growth of Calgary is no less wonderful than the growth of many of her mercantile establishments; notable among which is MacLeod Bros., the "Great Clothiers of the Great West."

This business was established eight years ago, with a handful of goods on a side street and has gradually grown from year to year until now it is doing the largest business of any store of its kind in the province of Alberta, doing nearly a quarter of a million dollar cash business last year. The store is now located in the centre of the retail district at 816-818 First Street

East, occupying a two-story brick building fifty by eighty feet in dimensions, completely stocked with a most up-to-date line of men's and boys' clothing and furnishings, and requiring the services of twelve competent and experienced clerks in caring for the large and increasing trade.

Mr. D. A. MacLeod, the proprietor and manager of the firm, was born in Centreville Bedeque, Prince Edward Isle, and was engaged in the dry goods and clothing business in that city a number of years before coming to Calgary eight years ago. He is a member of the I. O. O. F. and our Board of Trade, and enjoys a high standing in the social and business realms of this city.

**CALGARY TIRE AND VULCANIZING
COMPANY,**

and the Calgary Taxicab Service.

AN important industry recently established is the Calgary Tire and Vulcanizing Co., located at 129 Eleventh Avenue East, with J. S. R. Pinkerton proprietor.

They do all kinds of tire repairing, retreading and vulcanizing, recovering and relining; making a specialty of sectional work on tubes, and guarantee satisfaction, their extensive business requiring the services of five experienced workmen.

Mr. Pinkerton is a native of Scotland, and has been a resident of Calgary for the past two years.

Calgary Taxicab Service.

This business came under the management of W. R. Corey September 25th, 1911, and is now one of our most popular taxicab lines; all calls being answered promptly and at reasonable prices.

Mr. Corey has had a number of years' experience in this business and is a thoroughly reliable and progressive business man.

**MacFARLANE & WHITE,
Drugs and Photo Supplies.**

AMONG the different businesses engaged in supplying the demands of the people, none is more important than a well kept pharmacy, and one of particular prominence is that of MacFarlane & White, established about two years ago, and located at 124 Eighth Avenue East.

They carry a complete stock of standard drugs and chemicals, toilet supplies, kodaks and photo supplies. Employment is given to eleven experienced clerks.

The prescription department is conducted with especial skill, and prescriptions are compounded with the utmost care from drugs of only the purest quality and standard strength.

The members of the firm are J. G. MacFarlane and R. C. G. White. Mr. MacFarlane, who has had fourteen years' experience in the drug business, is a graduate of the Ontario College of Pharmacy. He was a resident of Esterhazy, Saskatchewan, before coming to Calgary about two years ago.

Mr. White, who is also a graduate of the Ontario College of Pharmacy, came to Calgary from Greenwood, B. C., two years ago. He has had sixteen years' practical experience in the drug business. Both are prominent in social and business circles, and are regarded as reliable and progressive business men.

THE SOMERVILLE COMPANY

THIS review of our commerce would be incomplete without a personal mention of The Somerville Company, proprietors of the Calgary Marble and Granite Works, established February 16th, 1904, and located at 2313 Second Street East, Park-

ble, stairs, wainscoting, etc., in which they specialize, and are the only firm in Western Canada doing this line of work. They give employment to from twenty-five to thirty experienced workmen, with a trade extending throughout Alberta, British Col-



view, occupying their own buildings and yards, the total one hundred by one hundred and twenty feet in dimensions.

They are dealers in marble and granite monuments, headstones, mantle pieces, cemetery fencing, tablets, butchers' slabs and all kinds of interior and building marble from the cheapest to the highest in price.

Mr. W. Somerville has just returned from Vermont, where he purchased considerable new machinery for finishing interior mar-

ble and Saskatchewan, where they are well and favourably known for their reliability and liberality in all business transactions.

The members of the firm, W. and H. B. Somerville, have been residents of Calgary for the past fifteen years, coming here from Ottawa, their native home. The company is a member of our Board of Trade, and is recognized as among our successful and enterprising concerns.

RIVERSIDE HOTEL.

A HOTEL that holds a high reputation for the excellence of its accommodation is that of the Riverside Hotel, of which J. M. McAllister is proprietor, located at Fourth street and Boulevard avenue, Riverside, where they occupy a two-story and basement brick structure, fifty by one hundred, and twenty feet in dimensions.

This hotel has been established under the present management for the past eight years. They have a large number of rooms all tastefully and comfortably furnished, and the house enjoys an excellent reputation for the character of the fare provided at its table, which at all times includes the best there is in the market, well cooked and properly served. A staff of trained attendants is employed to look after the comfort of the guests, and Mr. McAllister, the proprietor, gives an efficient personal supervision to the management.

EMPIRE HOTEL.

CALGARY may well be proud of her well-appointed and managed hotels, among which the Empire ranks foremost.

The Empire Hotel was established ten years ago, and is a handsome three-story brick building, located on Ninth Avenue East, opposite the C. P. R. depot, with W. J. Stokes owner of the building and proprietor of the hotel. It comprises office, bar, cafe and parlour on the first floor and one hundred elegantly furnished guest rooms, equipped with steam heat, hot and cold water, call bells, etc., and rooms with

bath on the second and third floors; it is strictly modern throughout and is conducted on the European plan at rates from \$1 per day and up.

The cafe has a seating capacity of one hundred and forty-two, and the cuisine is the best the market affords. Forty experienced helpers are required to care for the comfort of the guests, under the personal supervision of Mr. Stokes, who has had a lifetime experience in the hotel business. He has been a resident of Calgary for the past ten years, coming here from Eastern Ontario.

He is among our prominent and successful business men and a material aid in all forward movements of this city.

CRIST BROS.' CAFE

A FEATURE of Calgary's business life which has contributed largely towards its rapid growth is the complete and general excellence of its facilities for the accommodation of its visiting and resident public. A popular establishment to which we wish to call attention is Crist Bros' Cafe.

This place was opened three years ago at 112 Ninth avenue east, and is owned by J. V. and C. A. Crist. The proprietors pride themselves upon the excellent fare provided at the table of the establishment, and the courteous services rendered by twenty competent employees has gained a large patronage among our best people.

Messrs. Crist have had twelve years' experience in this business. They have been residents of Calgary for the past six years, and are strong advocates of every movement which is of real benefit to the city.

DOMINION HOTEL.

CALGARY is second to no city of its size in the accommodations offered to those who visit it, and its hotels are capable of suiting the most exacting demands. One which has been established about a year is the Dominion Hotel, a two-story brick structure, twenty-five by one hundred and thirty feet in dimensions, owned and managed by the Dominion Hotel Co., C. C. and E. B. Stokes, and located at 120-122 Ninth avenue west. The accommodations to be found there can not be surpassed in quality and price. It is managed on the American plan, with rates \$2.50 per day. It is modern throughout and the fifty guest rooms are large and well furnished. Twelve courteous and skilled attendants look after the comfort of the guests. The fare furnished at its table receives the unqualified approval of all patrons.

NEIL LIVINGSTONE MACGREGOR, Photographer.

N. L. MACGREGOR'S studio is located at 218A Eighth avenue west. He has been a resident of Calgary for the past eight years, coming here from his native home, Toronto, Ont. During his twelve years' experience as a photographer he has made wonderful progress in the art, and is now recognized as one of the leaders in photography in this city. He makes a specialty of portraiture and groups, in platinum, all of his work being most artistic and original. Mr. Macgregor is a member of the Masonic order and is a business man of excellent commercial standing.

CRISPEN E. SMITH & CO.

ONE indication of a city's growth is its tendency to adopt modern methods of carrying on business, especially an up-to-date system for handling non-resident customers. Of late years this difficulty has been effectively overcome by the introduction into the business world of the multigraph machine, which turns out thousands of the same circular letter, and does so in such a perfect manner that each one appears to be a personal typewritten letter to the customer.

Calgary is favored by having a well-equipped two-roomed office at 202 Leeson-Lineham block, which does this expert multigraphing and public stenographic work. It is incorporated under the name of Crispin E. Smith & Company, with Mr. Harry Kirby acting as manager. Established five years ago, its trade territory has extended all over Alberta, and requires the services of six employees, including some of the highest paid



INTERIOR CRISPIN E. SMITH & CO.'S.

to his position in this firm was for eight years an expert court stenographer. Both gentlemen are well equipped to handle this business and are counted as among our most progressive citizens.

stenographers in the city, who do court reporting, verbatim work, report conventions and speeches, and take evidence on commission. The company also has stenographers in the leading hotels. Although specializing in circular letter work and emphasizing their public stenographic department, the firm has also been very successful in disposing of city property and farm land, listed with them, and still maintains a strong real estate department.

Mr. Crispin E. Smith, who is a native of England, has lived in this city for 18 years, and before entering this business was Police Magistrate of Calgary. The manager of the company, Mr. Harry Kirby, came here five years ago from Toronto, and prior

McCoubrey & Peterson, The Cash Clothiers.

ONE of the leading retailers of the city engaged in handling clothing is the firm of McCoubrey & Peterson, located at 214 Eighth Avenue East, and established about two years ago.

They carry a complete line of men's furnishings and clothing, doing a strictly cash business. The members of the firm are John McCoubrey and K. A. Peterson. Mr. McCoubrey has been a resident of this city for the past ten years. Mr. Peterson has been a resident of Calgary for two years coming here from New Castle, N.B.

CALGARY CITY DELIVERY.

Cartage and Storage.

IN a progressive city like Calgary with enlarging population and growing business interests, there is necessarily a constant demand for the services of cartage and storage companies, and this demand is adequately met by a number of well organized firms, among which none has higher standing or is better prepared to meet the needs of the public than the Calgary City Delivery, located at 121 Tenth avenue east, where they occupy for storage warehouse and offices a two-story building sixty by one hundred feet in dimensions.

This business was established in October, 1910, and does a general business in cartage and transfer and stores every description of goods, of which carload lots are handled in the city and reshipments made to points beyond, having A1 trackage facilities. They are specially equipped for transferring household goods, furniture, pianos, etc. Their large business requires

the services of twelve people and eleven transfer wagons. They also deal in "Beaver" brand charcoal and wood alcohol, being sole agents in Alberta for the Standard



Chemical Iron and Lumber Company, Limited.

The members of the firm are J. A. Hunter, R. Hunter and W. H. Hunter, with R. J. O'Neil as manager.

PALACE CAFE AND ROYAL GRILL.

CALGARY is justly proud of her well-kept and well-managed cafes, and among the most popular are the Royal Grill, connected with the Royal Hotel, and the Palace Cafe, located at 819 Centre street, owned and managed by W. B. Merrick and L. R. Wilson.

The Royal Grill was established about two years ago and is under the management of Mr. Wilson, who has had a number of years' experience in this business, and the service there is the best to be found in the Northwest, requiring the services of twenty or more employees.

The Palace Cafe was established about two years ago and is managed by Mr. Merrick, who has won a large share of Calgary's best local trade by his painstaking efforts to please patrons. Messrs. Merrick and Wilson have been residents of Calgary for the past three years, Mr. Merrick coming from Oakland, Cal., and Mr. Wilson from Duluth, Minn. Both are well known throughout this section, are popular with their patrons and are recognized as among our reliable and progressive business men, and they are also large property owners. Mr. Wilson owns a third interest in the Flat Iron block, one-half interest in the Mountain View stock farm, containing six sections, near Cardston, Alberta, besides various other realty interests, and all of this he has acquired in the past two years. Mr. Merrick also owns several valuable properties in the city.

THE STAR CYCLE CO., Bicycles and Bicycle Repairing.

THE STAR CYCLE CO. was established here four years ago, and is located at 205 Seventh Avenue East.

They do first class general repairing of bicycles, and carry a complete stock of different varieties and makes of bicycles and bicycle supplies. The members of the firm are Geo. Hurlbut and R. A. Ruffle. Mr. Hurlbut, who has had many years' experience in this business, is a native of England, and a resident of Calgary for the past five years. Mr. Ruffle, who is a machinist and electrician by trade, has also had many years' experience in this line. He is a native of England and a resident of this city for the past seven years. Both are reliable and enterprising business men.

ALBERT J. HART, MARBLE & GRANITE WORKS

IN a metropolitan city like Calgary there is of necessity a field for up-to-date manufacturers of all kinds of high class marble and cemetery work, and a concern which measures up to the best standards here or elsewhere is that owned by Albert J. Hart, located with large yards, salesroom and workshop at 1831 Second Street East.

This is one of the oldest marble and granite works in Calgary and the success that it has achieved is due in great measure to the skill and square-dealing methods of Mr. Hart, who is himself an

Country in carload lots and thereby is enabled to offer low prices and at the same time realize a legitimate profit.

Concerning the success of this business, Mr. A. M. Eastman, of Hamilton, Ont., the largest importer of granite, marble and Italian statuary in Canada, in a recent letter to Mr. Hart, says in part:

"I may say your stock is the best assorted in your Province, and you are now carrying more granite monuments than all the other yards I saw in Alberta combined. Your success has meant a lot of hard work and depriving yourselves of many things you would



expert cutter and designer, with a score of years' experience behind him. For several years he had a comparatively small place of business on First Street East, but the increase of his trade outgrew the old quarters and about two years ago he purchased for \$3,000 the property which he now occupies and for which he has refused \$30,000. Another potent reason for his success is that he buys his marble direct from the quarries of the Old

have liked, but surely the result is worth it. It is not often you find a dealer with an artistic taste who has made a financial success, but in your case the good taste you have displayed and good attention you have given your work has won for you a place in the first rank of the best in your line. This, added to the strict attention and untiring energies of your good wife, has certainly been a great help to you in securing the place you now hold in the trade."

A. E. LUEN & CO.,
Office and Store Fitters.

AN important addition in the building line was made when in February of this year the firm of A. E. Luen & Co. established their business at 226 Seventh Avenue East.

They are contracting carpenters, office and store fitters, and repairing of all kinds to general house property, making a specialty of high grade store and office fittings. Mr. Luen has been a resident of this city about a year and a half, coming here from Cardiff, Wales.

He is a member of the I. O. O. F. and M. U. and Hearts of Oak, United Brotherhood of Carpenters and Joiners of America, and enjoys a high standing among a wide circle of business friends and associates in this city.

PACIFIC LIVERY STABLES,
F. W. Brown, Proprietor.

J. Coningsby Smith, M. R. C. V. S.; F. E. V. M. S., Veterinary Surgeon and Dog Specialist.

THE Pacific Livery Stables were originally established about twenty-five years ago, but have been under the present management since June 1st, 1911. They are located at 312 Eighth Avenue East occupying a two-story building seventy-five by one hundred and twenty feet in dimensions. Vehicles of all kinds, carriages, automobiles, etc., for calls, weddings and funerals are to be found here, and especial care is taken of boarders.

Mr. Brown is a native of New York City, and came to this city six years ago from Lethbridge, where he was president and manager of the Brown Amusement

Company. He is a member of the A. F. and A. M., I. O. O. F., K. of P., I. O. F., M. W. A., B. P. O. E., F. O. E. and C. O. F., and is a man of excellent personal and commercial standing.

J. Coningsby Smith, veterinary surgeon and dog specialist, with offices with the Pacific Livery Stables, and residence at 1234 Seventeenth Avenue West, is a native of Yorkshire, England, and a resident of this city about a year. He is a member of the Royal College of Veterinary Surgeons of Great Britain, and Alberta Veterinary Association, graduating from the New Veterinary College, Edinburgh, Scotland.

He is a silver medalist, and has first prize certificates of distinction in medicine, surgery and meat inspection, and has been a qualified veterinary surgeon about ten years.

He has on hand at all times horse, cattle and dog stock medicines, of which he makes a specialty.

THE FIT-RITE CLOTHIERS,
JAQUES & CAIN.

THE FIT-RITE CLOTHIERS, located at 1216 Ninth Avenue East, was established in November, 1910, by Albert E. Jaques and Wilson E. Cain. They carry a complete line of clothing, men's furnishings, boots, shoes, etc., and cater particularly to the better class of trade and enjoy a liberal patronage throughout Calgary and adjacent territory, which requires the services of two clerks.

Messrs. Jaques & Cain, although residents of Calgary only about one year, are prominent in fraternal and business circles and are regarded as among our progressive and reliable business firms.

HUB CLOTHING COMPANY,
Men's Furnishings.

THIS business is located at 422 Eighth Avenue East, and was established here recently. They carry a complete line of men's clothing and furnishings, boots and shoes, etc. Mr. S. Bercuson, the proprietor, who has had five years' experience in the clothing business, is a native of Roumania, and has been a resident of this city for the past three years, coming here from Montreal, Quebec.

MAJESTIC THEATRE.

AMONG the amusement houses of this city, one which has gained special prominence through the high standard it has maintained in all of its shows, is that of the Majestic moving picture theatre, located in the Blow block on Eighth Avenue West.

This theatre was established in November, 1910, and only the highest class moving pictures are shown, the management catering in particular to ladies and children. The interior is furnished in the most up-to-date manner and the house has a seating capacity of 500, while their extensive patronage requires the services of seven employees.

The Majestic is recognized as one of the safest and most sanitary motion picture theatres in Canada, and somewhat recently when the amusement houses of the city were inspected to ascertain if proprietors comply with the ordinances and to safeguard the public in the event of fire occurring in any of the places, there was not even the slightest change or improvement offered in the exits and general arrangement of the Majestic.

PATRICK, HEUPERMANN & HEUPERMANN

Alberta and B.C. Land Surveyors

IN the building, improving and laying out of lands and locations for municipal and other purposes, there is a constant demand for the skillful and expert services of thoroughly competent land surveyors, and in Calgary this interest is especially well represented by Mr. A. P. Patrick, D.T.S., Alberta, Dominion and B.C. land surveyor.

Mr. Patrick is a native of Quebec, and came West in 1871 from Ottawa. He has been actively engaged in this profession for the past forty years, and was the first man to stretch a chain across Alberta.

He is Dominion topographical surveyor and land sur-



INTERIOR PATRICK, HEUPERMANN & HEUPERMANN'S.

veyor of Alberta and British Columbia, making a specialty of townsite and irrigation work. He has his offices in suite 610-611, Leeson and Lineham block, where he employs a corps of skilled and experienced assistants. He is recognized as one of our enterprising and progressive business men, and is identified with all efforts and measures calculated to promote the material prosperity of Calgary.

The rapid growth of business necessitated Mr. Patrick to take in two partners, Mr. L. F. Heupermann and Mr. F. J. Heupermann, now doing business under the name of Patrick, Heupermann & Heupermann.

CENTRAL CYCLE AND VULCANIZING WORKS.

IN the line of cycle, general repairs and vulcanizing works, no concern is more widely and favorably known than the Central Cycle and Vulcanizing Works, who established their business in this city three years ago, with office and shop, which is equipped with all the modern and necessary machinery and appliances, located at 331A Eighth Avenue East.

Mr. A. J. Barnes, the proprietor and manager, has had ten years' experience in this line of business, and is in a position to meet the demands of the public, and to serve his patrons at as reasonable prices as is consistent with the high class of work on which he bases his lien on public favor and patronage.

Mr. Barnes was born in England and has been a resident of Calgary for the past five years, coming here from London, Ontario.

CHRISTIE BROTHERS' Ontario Laundry.

AN important industry, and one worthy of particular mention in this review of our commerce is the Ontario Laundry, owned by R. G., M. R. and N. J. Christie, established eight years ago, and located at 302 Fifth avenue east, where they occupy their own building, a two-story brick structure sixty-five by one hundred and twenty feet in dimensions, equipped with all the latest and improved machinery.

They utilize fifteen wagons and employ from one hundred and twenty-five to one hundred and thirty people in various ca-

pacities. They also do dry cleaning, making a specialty of ladies' fine work.

The Messrs. Christie are natives of Dundas county, Ontario, and lived in Montreal a number of years before coming to this city ten years ago, their first two years here being spent in the general mercantile business. The Ontario Laundry, under their personal supervision, maintains a high standard of excellence in all its work, and is recognized as one of our foremost industrial institutions.

THE CUNNINGHAM ELECTRIC CO., General Electrical Contractors.

AMONG those lines of trade where accuracy is a prominent factor none is more important than in electrical installation and construction work.

A firm that can be relied upon to do up-to-date and first class work, is the Cunningham Electric Co., located at Seventh avenue and Second street west, where they carry a complete stock of electrical fixtures and supplies, and are ever ready to give estimates on dynamos, motors and complete installation, and general electrical work. The services of forty experienced workmen are required in handling their numerous contracts and special electrical work.

Mr. C. G. Cunningham, the manager, who has had a lifetime experience in this line of business, and who was formerly manager of the Northwest Electric Co., of Calgary, was born in Ottawa, Ontario, and came to Alberta ten years ago. He is recognized as one of the progressive and enterprising business men of this city.

ELK LIVERY,

PROMINENT among the business enterprises of this city is the Elk Livery, located at 319 Sixth Avenue East, where they occupy their own building, a three story brick structure seventy-five by one hundred and thirty feet in dimensions.

This business was established in 1907. They do a general livery and boarding business, buying, selling and exchanging of horses, and give special attention to calls for baggage transfer.

The members of the firm are I. G. Ruttle and F. H. Birmingham. Mr. Ruttle, who has had twenty years' experience in the livery business, is native of Ontario, and has lived in Calgary for the past seven years. Mr. Birmingham is a native of New Brunswick, and a resident of Calgary for the past seven years. The firm is a member of our Board of Trade, and is recognized as one of our enterprising and progressive institutions.

A. G. CREELMAN & COMPANY, General Contractors.

AMONG the recognized leaders in their line as general contractors is the firm of A. G. Creelman & Company, which was established about eight years ago, and now occupy office in room 23 in the Crown building.

The members of the firm are A. G. Creelman and H. H. Verge. They do general railway work in building, concrete and bridging with trade territory from Winnipeg to Vancouver. They have had a great many years experience in this line and both are thoroughly practical men, experts in all that pertains to building work.

LANG & MAJOR

Architects and Civil Engineers

IN connection with the building and improvement of Calgary, laying out of lands and locations for municipal, railway or other purposes, there is a constant demand for skillful and expert services of thoroughly competent architects and civil engineers, and in Calgary this interest is especially well represented by Lang & Major, who are engaged in general practice as architects and civil engineers.

The members of the firm are George MacDonald Lang, A.M. Can. Soc. C.E., and William Paul Major, A.R.I.B.A., both registered members of the Alberta Association of Architects. They established their partnership January 1, 1911, with office in Suite 11, Board of Trade Building.



They have been identified with a very large amount of the best work in this city and section. Among the buildings they have recently designed, planned and superintended are the New Central Fire Station, Walker Block and Theatre, McLean Block, St. John's Church, three twelve-roomed schools and an addition to the High School.

Mr. Lang has been a resident of Calgary for many years, being one of the first residents. He has been in his present line of business for the past thirty years.

Mr. Major came to Calgary in March, 1910, from Bristol, England. He has had thirteen years' experience in his profession.

Both have thoroughly demonstrated their title to be regarded as representative and successful architects and civil engineers.

THE H. ENIDA OLIVE CO., LIMITED.
General Commission Agents.

THIS company was established at the beginning of the year with the object of watching the interests of the manufacturers in this vast territory of the West; controlling advertisements, acting as representatives and official collectors.

The representatives of the firm cover the whole of Western Canada at intervals of six or eight weeks and have won a splendid connection with the trading stores. The directors of the company are H. Enida Olive, manager; Whitson C. Ridgway, and Wm. H. Dickie.

Mr. Olive was born in England; Mr. Ridgway and Mr. Dickie in the U.S.A., and all three have had a lifetime experience in this business.

The company has a spacious warehouse to accommodate agents wishing to store goods for distribution in this territory. Among the many agencies managed by this company are the "Globe" Metal Polish, "Hero" Shoe Polish—sole agents for Canada, Wright's "Health" Underwear. The local office is situated in Room 301 Leeson & Lineham Block, Calgary, and the home office is at Southampton, England.

J. DIAMOND,

Wholesale Wines, Liquors and Cigars.

A CONCERN worthy of especial mention is the wholesale liquor and cigar establishment of J. Diamond, located at 232 Eighth Avenue East, and established six years ago.

Mr. Diamond carries a most complete stock of Scotch and Irish whiskies, rums,

gins, brandies, wines, champagnes, ports, sherries and mineral waters; he also carries a large stock of the finest imported and domestic cigars. Mr. Diamond has been a resident of Calgary for the past twenty-three years, coming here from Ontario; he is a native of Russia, is a member of the A. F. and A. M. and I. O. O. F., and is one of our reliable and enterprising business men.

Mr. Diamond has been president of the local Jewish congregation for the past six years, and is the first Hebrew to locate in this city.

JAMES RICHARDSON & SONS, LTD.
Grain Merchants

WHILE proper space and attention will be allotted all important industries in this review, it is our aim to bring into especial prominence those lines which are in the highest degree characteristic of Calgary's best interests, and foremost among these is the grain business.

As a highly representative example in this field we refer to the old established firm of James Richardson & Sons, Limited, with offices in Suite 512, Grain Exchange. The home offices of the company, located at Kingston, Ontario, were established over fifty years ago, and incorporated two years ago with H. W. Richardson, president; Jas. A. Richardson, vice-president; Geo. T. Richardson, secretary; H. M. Ruttan, treasurer; A. C. Ruttan, Western manager; G. R. Ruttan, assistant Western manager; and W. W. Cummings, manager of the Calgary branch.

Their other offices are located at Winnipeg, the principal Western offices, Toronto, Fort William and Vancouver. They have

agencies at Montreal, Quebec and St. John. They control a large and remunerative business throughout a trade territory covering Alberta and British Columbia, requiring the services of a great many people in the conduct of the business.

Mr. Cummings is a native of Manitoba, and came to Calgary from Winnipeg two years ago. He is a member of the Grain Exchange and is an energetic and progressive business man.

JACKSON BROS.
Bakers.

A CONCERN that supplies a large proportion of the "staff or life" for Calgary's 60,000 people is Jackson's Bakery, located at 815 Fifteenth Avenue West.

The business was established five years ago, and at the address named occupy their own building fifty by eighty feet in dimensions. The house has a complete equipment, in which is included a first class bakery outfit, and bakes the finest quality of bread, making a specialty of "Bermaline," a malt bread, and "Maltine," a white bread. The plant has a capacity of 5000 loaves per day, and supplies a large demand locally and in the surrounding country, their patronage requiring the services of five experienced bakers and five deliverymen.

The members of the firm are William Jackson and G. M. Jackson. Messrs. Jackson Brothers are natives of Scotland, and came to Calgary about seven years ago from Stonehouse, near Glasgow. They have had a lifetime experience in this line of business and are among our most prominent and influential citizens, highly esteemed by all who know them.

GORMAN, CLANCEY & GRINDLEY, LIMITED

Builders' Supplies and Machinery.

IN this review of our commerce it shall be our aim to particularly represent the important concerns whose vast operations have given the city much prestige at home and abroad. Pursuing this policy we must individually mention the firm of Gorman, Clancey & Grindley, Limited.

This firm was originally established the first of the year 1906 as Gorman & Clancey, and the latter part of the same year the present firm was established, with Sam J. Gorman president, S. A. Clancey secretary, and T. M. Grindley treasurer.

The Calgary plant is located at 221-231 Ninth Avenue West, and occupies a two-story metal building fifty by one hundred and sixty feet in dimensions. They also have associate houses at Edmonton, Alta., and Nelson, B.C.

They are dealers in mining, electrical and steam machinery, boilers, engines, hoists and derricks, wire rope, steel rails, contractors' plants, cement, plaster and builders' supplies, with trade territory extending throughout Alberta, Southeastern British Columbia and Western Saskatchewan. The Calgary house employs nine traveling salesmen and twenty-one people in the house.

Among some of the important contracts handled by this firm are furnishing car rails, intersections and complete installation for the Calgary Municipal Railway at a cost of \$400,000, for Edmonton at a cost of \$300,000, Regina at \$80,000, and Moose Jaw at a cost of \$100,000, their total business for last year amounting to nearly \$1,000,000. They also own and control the Canadian Marble Co., Limited, of Marble Head, B.C. Mr. Gorman, the president and general manager of the company, is a resident of Edmonton. He was formerly in the manufacturing and commission business at Chicago. Mr. Clancey, the manager of the Calgary house, has been a resident of this city since the establishing of the business here, coming here from Winnipeg, where he was sales manager for Dunn Bros., wholesale builders' supplies and machinery. Mr. Grindley is a resident of Edmonton and manager of the house in that city. He was formerly with Revillon Bros., of Edmonton.

The firm is a member of our Board of Trade, and the personnel are gentlemen of unusually wide range of view, always giving commendable support to all movements designed for the advancement of this community.



CALGARY SILICATE PRESSED BRICK COMPANY, LIMITED.

AIDING in Calgary's growth and development and a valuable without a personal mention of such a manufacturing plant as The Calgary Silicate Pressed Brick Company, Ltd.

Established June 1st, 1910, the plant is located at the corner of Eighth Avenue and Twenty-Third Street West, with an up-town office and warehouse at 1001 Fourth Street West. The plant is one of the most modern and up-to-date plants in the Northwest, and has a capacity of 22,000 brick per day, utilizing eleven teams and employing twenty-five experienced workmen. The officers of the company are John Breckenridge, president; Thos. Martin, vice-president; G. Silvester, secretary, treasurer and managing director.

This company purchased the Calgary Lime and Cement Co., Limited, and are wholesale and retail dealers in wood fibre and hard wall plaster, Crows Nest and Kananaskis lime, plasterers' hair and plaster paris in mixed car lots; also vitrified sewer pipe and extras. Their trade covers Calgary and Alberta.

Mr. Breckenridge is one of the largest railroad contractors in the Northwest, and is a thoroughly reliable and progressive business man.

Mr. Silvester is one of our enterprising and foremost business men, always giving substantial aid in any legitimate enterprise that has for its object the growth and development of this community.



CALGARY SILICATE PRESSED BRICK CO.

DONNELLY, WATSON & BROWN CO., LTD. Manufacturers' Agents, Importers & Jobbers

THIS review of our commercial industries would be incomplete factor in extending the name and fame of the city over a wide area of country as the source of supply for the every need of the Northwest is the firm of Donnelly, Watson & Brown, Ltd., manufacturers' agents, importers and jobbers, with houses at Calgary, Edmonton and Vancouver.

This firm was established and incorporated January 1st, 1907. The officers are F. C. Watson, president; C. A. Campbell, vice-president; G. W. Bingham, secretary; F. C. Brown, managing director.

The Calgary house is located at 224 Eleventh Avenue West, is a three story and basement brick building, forty by one hundred and

twenty feet in dimensions, owned and occupied exclusively by this company and is under the management of Mr. F. C. Brown.

They have the exclusive agencies for Ridgway's teas and coffees, the Litster Pure Food Co. products, "Kootenay Brand" jams and jellies, H.P. sauce and pickles, McVitie & Price biscuits, Moir's, Cadbury's and Clarnico confectionery, Sanataire System soda fountains, J. Hungerford Smith Co.'s crushed fruits and fountain syrups, Hubbard portable bake ovens, bakers' and confectioners' supplies, silent salesmen, etc.

Their trade territory covers Alberta, Saskatchewan and British Columbia, and requires the services of forty employees, including ten travelling salesmen.



SOME OF CALGARY'S MANUFACTURERS AND JOBBERS

THE APPAREL SERVICE CO.

Dyers and Cleaners.



THIS business was established August 19th, 1911, in room 15 Cadogan block, but soon outgrew these quarters, and in less than a month took room 28. Mr. Fred Wolff, the proprietor, realizing the possibilities for a still greater business in this line, started on October 1st, establishing agencies throughout the city, and November 1st had twenty-five, and by January 1st, 1912 expects to have one hundred agencies, covering every part of the city. On October 1st the Wynn Tailoring Company, a high-grade tailoring establishment, was organized at 716 Second Street East—suite 23—and on November 1st this branch was employing eleven first-class tailors. Another branch of this company known as Southwest Branch No. 3, was opened November 15th, 1911, at 233 Seventeenth Avenue West, comprising a large store and basement equipped with the most modern and up-to-date dry cleaning machinery, including a \$1,000 pressing machine, and suits are pressed "while you wait." Mr. Wolff has also leased a store in the new building, corner of Seventh Avenue and Second Street West to be completed February 1st, 1912, where he will install the most modern and up-t -the-minute plant in Western Canada.

The total number of people employed at present is eleven tailors, five pressers, three repairers, two dry cleaners, bookkeeper and errand boys; twenty-four in all.

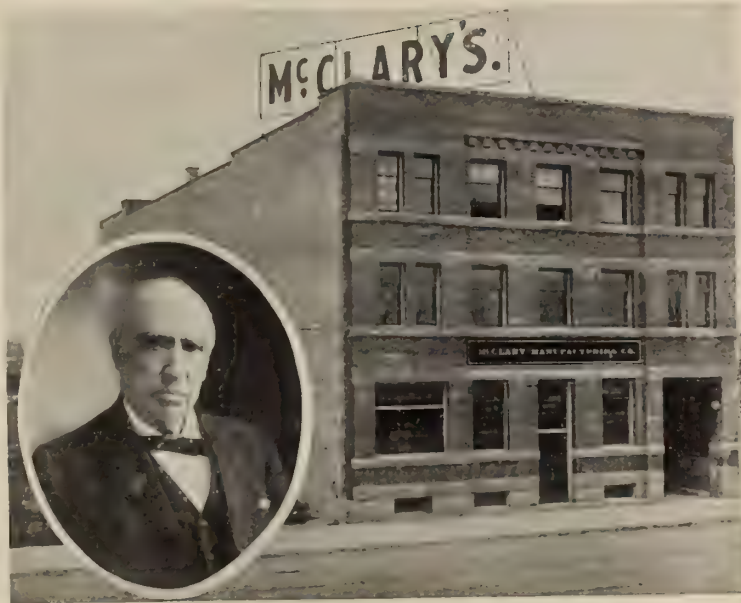
THE M'CLARY MANUFACTURING CO.

AMONG the important manufacturers of this city none are better or more favorably known than The McClary Manufacturing Co., whose head office and factory is at London, Ontario, with branch houses at Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Saskatoon and Calgary, the latter established in this city in January, 1909, and located at the corner of Eighth Avenue and Sixth Street West, where they occupy their own building, a three story and basement brick structure fifty by one hundred and twenty feet in dimensions.

They are manufacturers of stoves, tinware, enamelware, galvanized iron ware, tinner's supplies, etc., making a specialty of the well-known McClary stoves and steel ranges.

The trade territory of this house extends throughout Alberta, and requires the services of a number of traveling salesmen and fifteen employes in the house.

The officers of the company are: John McClary, president; W. M. Gartshore, vice-president; J. K. H. Pope, secretary; with D. George Clark, manager of the Calgary house. Mr. Clark, who has had fifteen years' experience in this line of business, has recently been transferred from the St. John branch. He is a member of our Board of Trade and is recognized as a progressive business man.



JOHN M'CLARY, President McClary Manufacturing Co.

COUPLAND SCHOOL OF SHORTHAND AND TYPING.

THE educational facilities of Calgary are conceded to be second to no city of its size in the Dominion, there being five institutions of higher learning besides a dozen or more public schools that rank with the very best of the kind anywhere. There are also creditable institutions for the training of young men and women for business careers, and to fit them for the requisites of the modern-day vocations in the commercial world.

The pioneer business college of Alberta, and one which has equipped more students than any other single institution in the Province, is the Coupland School of Shorthand and Typing, owned by Mr. Wm. H. Coupland, formerly proprietor of the Calgary Business College, which gives instruction in shorthand, typing, bookkeeping and general commercial subjects.

This school is located at 109 Fourteenth Avenue West, and each department is under the personal direction and supervision of William H. Coupland, proprietor and principal, who is considered one of the most capable instructors in Western Canada. The motto of the school is "The Success of the Student," and no pains or expense is spared to make the courses as rapid as conditions will warrant in a thorough and complete training, and the fees are very reasonable.

The building is owned by Mr. Coupland and is well equipped with all modern conveniences.

CROWN LUMBER COMPANY, LIMITED

CALGARY is fortunate in being the headquarters of several large companies which, while operating at outside points, have their head office in the city, and conduct all their buying, financing and managing here. The Crown Lumber Company, Ltd., is an example of this. As the largest retail lumber concern in Western Canada, operating 52 lumber yards, of which

that a trainload of material is consumed every other day in taking care of their requirements. Their local employes number some 45, with some 160 at outside points. The company is a large purchaser of supplies locally, and they have a large local investment in their two yards, which carry the largest exclusively retail lumber yard stocks in the city. The officers of the company.



Completely enclosed shed of Crown Lumber Co.'s West End Calgary yard, specially built to give complete protection to high-grade finish, flooring, etc.

two are in Calgary, a large staff is maintained in Calgary, and a large sum of money is annually handled through this city. Their road superintendents all have their residence here, and many travellers are brought to the city in order to solicit their business. As evidence of the magnitude of this trade it should be noted

all residing in Calgary, are: James W. Davidson, president; Roy B. Wheeler, secretary-treasurer; G. W. Harnwell, general superintendent; Wallace Zweiner, office manager; E. T. Chritchley, auditor Northern yards; D. J. Doran, auditor Eastern yards; S. C. Chase, auditor Southern yards.

A. M. TERRILL

Florist.

CALGARIANS have no need of an "agitation" or any organized movement to impress upon them the duty of attractive home surroundings, as their homes bear evidence. The smooth fresh turf of the well kept lawns, the wealth

of flowers blooming everywhere make the residence portion of our city most delightful.

One of the strongest factors in the beautifying of Calgary has been A. M. Terrill, Florist. For eight years he has supplied the people with house and garden plants and cut flowers of all kinds.

The office and salesrooms are located at 714 Second Street West, and the greenhouses comprise four acres of ground at 1803 Ninth Avenue East.

They carry a comprehensive stock of everything in the floral line, including house and garden plants. Twenty-five experienced men, who know thoroughly how to do their work, are employed by Mr. Terrill, also three delivery wagons, including one automobile for special delivery. The plant is one of the largest and finest of its kind in the Northwest, and guarantee whatever they send out to be the best to be found. He makes a specialty of wedding bouquets, floral designs and funeral flowers, for local and out-of-town orders.

In the supply of outside demands, Mr. Terrill has a trade which extends throughout Alberta, Sasatchewan and British Columbia. Orders by telephone, telegraph or mail receive prompt attention, and the excellent judgment exercised and the first-class quality of stock sent has gained for them the implicit confidence of customers.

Mr. Terrill has had a lifetime experience in this business. He came to Calgary eight years ago from Picton, Ontario, his native home. He is a prominent Mason and Odd Fellow, and has been a pre-eminently valuable aid in the city's advancement to a higher plane of development.



A. M. TERRILL'S
GREENHOUSE — IN-
TERIOR OF STORE,
714 SECOND ST. WEST



RICHARDS BROS. CO., LTD.

Lumber Manufacturers, Planing Mills and Building Contractors

IN every city there are certain commercial, industrial and manufacturing concerns whose importance, success and high character constitute an essential element in the growth and advancement of the city in which they are located, and to which residents of the city refer with a degree of pride in reviewing the important lines of trade and commerce.

One of the truly great industrial enterprises of Calgary is the Richards Bros. Company, Limited, established eight years ago, and incorporated in 1910, with George S. Wayman, president; William J. Richards, secretary-treasurer; James Richards, vice president; William Richards and E. A. Faulkner. The company owns a large and up-to-date planing mill (picture of which is shown on this page), located at Ninth Avenue and Fifteenth Street West, and a saw mill at Morley, Alta., forty miles west of Calgary.

The paid-in capital of the company is \$50,000, and aside from conducting the above-mentioned industries, they are recognized

as among Calgary's foremost building contractors, and during 1911 they have erected some of the most important buildings in the city, including the Baptist church and parsonage, the

handsome T. J. S. Skinner residence—pictures of which are shown elsewhere in this book—the Great West Liquor Company's warehouse, Traunweiser garage, Ideal Laundry building, the Graham residence, and a dozen other structures of almost equal prominence.

Mr. George S. Wayman is manager of the planing mill, while W. J. Richards has charge of the contracting branch of the business, and James Richards superintends the work at the saw mill. All three gentlemen have had long experience in their respective departments and

the result is a highly gratifying and successful business.

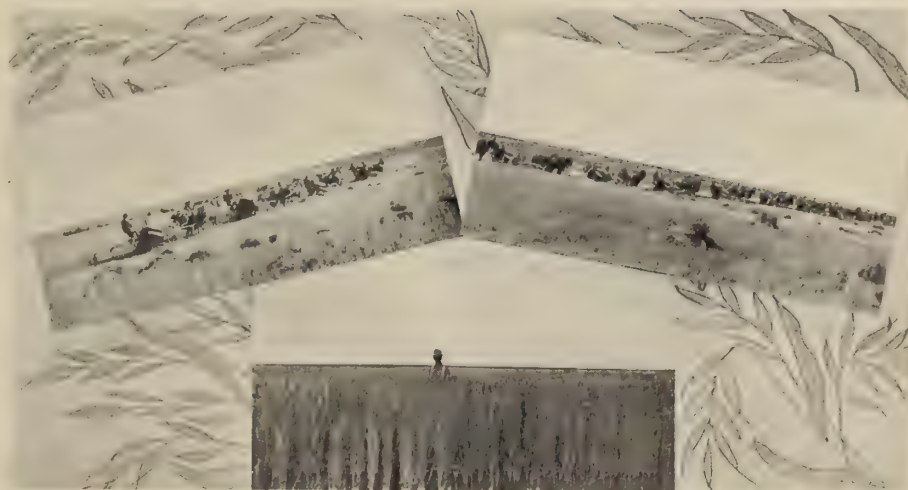
On an average the Richards Bros. Company employs 125 men, and their pay-roll will aggregate \$2,500 a week, and therefore they add much to the growth and prosperity of the city.



CITY PLANING MILLS—George S. Wayman, Manager.

MASSEY-HARRIS CO., LIMITED.

A LEADING distinction enjoyed by Calgary in the commercial sense arises from its position as one of the foremost distributing centres for farm machinery and implements in the Northwest. So important is the position of this city that many of the leading manufacturers have located branch houses here, and among those represented one of the oldest and most favorably known is the Massey-Harris Company, Limited, whose head offices are at Toronto, with factories at Toronto, Brantford and Woodstock, who established their branch in this city ten years ago, with office and warehouse located at the corner of Ninth Avenue and First Street West, where they occupy their own building, a two-story brick structure one hundred by one hundred and twenty feet in dimensions. This company was established about twenty-two years ago at Toronto, and is one of the largest manufacturers of farm machinery and implements of all kinds in Canada. They also have branch head offices at Moncton, N.B., Montreal, Toronto, Winnipeg, Regina, Saskatoon, Edmonton and Calgary, the latter being the head office for South Alberta, this branch being in charge of A. W. Trickey, who has been connected with the Alberta branch for the past seven years, coming here from the head office at Toronto. One hundred and thirty-seven employees, including eighty-five local agents, are required in handling the large trade enjoyed by this house. They are well and favorably known throughout their trade territory for their reliability and liberality in all their business dealings.



WHEAT, AND THE WAY IT IS HARVESTED IN ALBERTA.

PARISIAN DYE WORKS.

A HIGH-CLASS dye, cleaning and pressing establishment is a necessary adjunct to the metropolitan needs of a city like Calgary, and by this we mean an institution conducted under experienced management, with ample equipment, and catering to the best class of trade at fair prices for good service and thoroughly satisfactory work.

In this city a concern that has all of these requirements is the Parisian Dye Works, located at 102 Seventh Avenue West, and established about two and a-half years ago by Mr. A. L. Hirbourn, who sold out

in June, 1911, to Mr. J. S. Speerstra, who has had many years' practical experience in this line of business, coming to Calgary in 1909 from Idaho.

The Parisian is equipped with all the latest improved machinery for turning out promptly all kinds of dry cleaning, and its rapidly growing trade is the best evidence of the superior quality of its work. Twelve capable employees are required in the various departments of the business. A quick delivery system is maintained, and when phone 3940 is called the response is immediate and satisfaction is assured.

Mr. Speerstra is a native of Wisconsin. In every respect he is a live wire and his success is the result of energy and straightforward business methods. He is half owner in Dundurn Park subdivision, three miles north of the business district.

PROVINCIAL LUMBER AND SUPPLY CO., LIMITED

Wholesale and Retail Lumber and Builders' Supplies

THE general growth of the commerce of Calgary is well illustrated in the scope and magnitude of its great lumber trade, which is one of those leading and staple departments of mercantile endeavor which gauge the average prosperity of a community. This branch of trade is well represented in Cal-

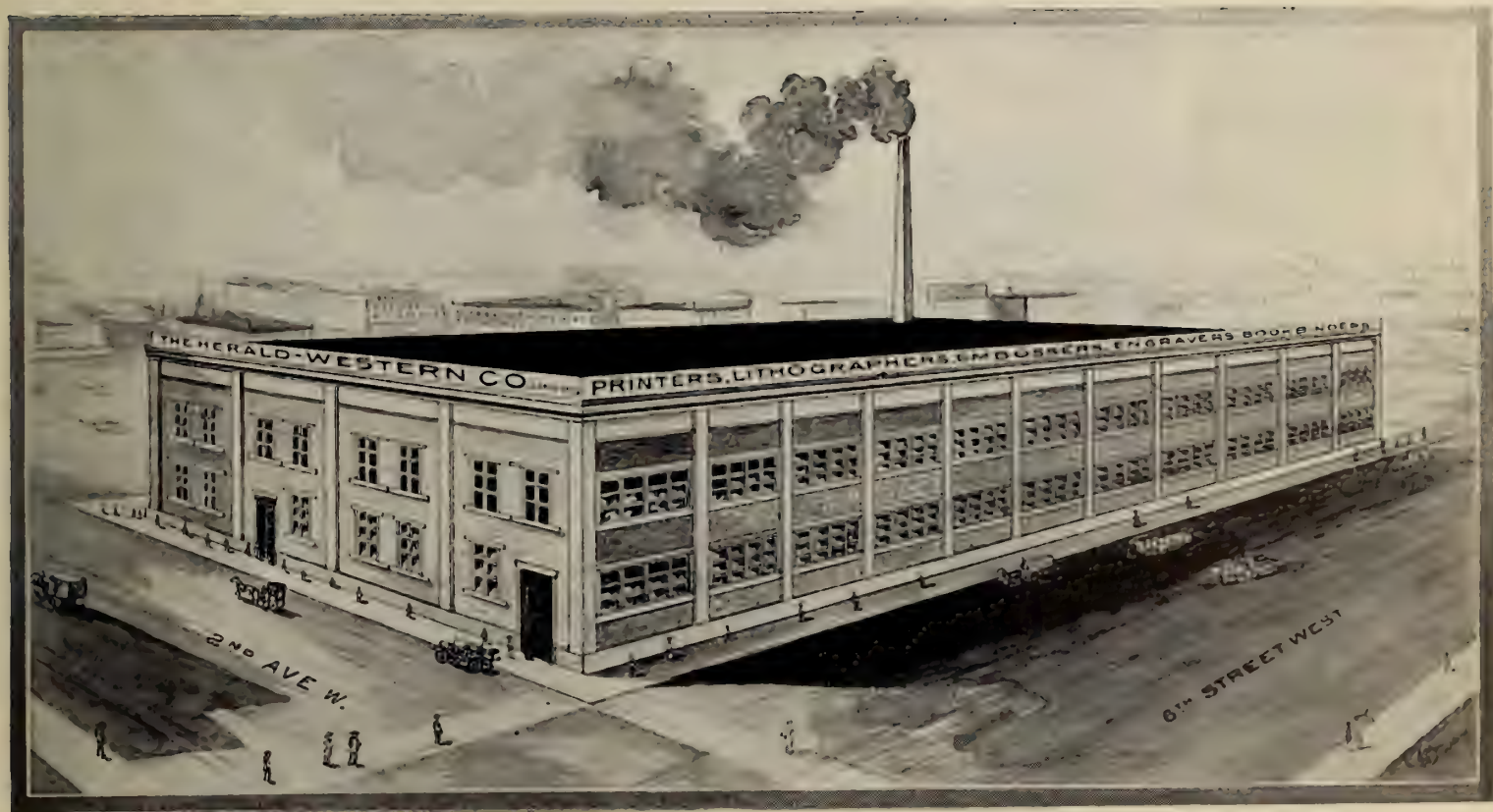
plies. They do a large wholesale and retail business throughout Calgary and Alberta.

The members of the firm are: S. Spafford, president; R. H. Pope, vice-president; and J. T. Bennoch, manager and secretary. Mr. Spafford has been a resident of Calgary for the past thirty



gary, one of the principal firms being the Provincial Lumber & Supply Co., Limited. This firm established business in March, 1911, having their head office in the Bourne Block, 14th Street West, and yard on 10th Avenue West, carrying at all times a complete stock of lumber, building material of all kinds, and builders' sup-

plies, and is one of our prominent and influential business men. Mr. Pope, although but a short time a resident of Calgary, has already gained a position of prominence among the business men of the city. Mr. Bennoch has been a resident of Calgary for the past three years; his experience in this business covers a lifetime.



New Home of The Herald-Western Co., Ltd., Printers, Lithographers, Embossers, Engravers, Bookbinders.

The Merchants' and Manufacturers' Record was printed by The Herald Western Co., Ltd. Those interested are invited to inspect the new plant, where the most perfect equipment and facilities will enable the company to tender its services to more customers desiring work of the "better quality."

NATIONAL DRUG AND CHEMICAL CO. OF CANADA, LIMITED.

CALGARY enjoys a position of prominence as a jobbing centre which becomes more and more marked with each succeeding year, and all of the principal departments of wholesale trade are well and extensively represented in the city. An enterprise of great prominence and which ranks with the foremost wholesale houses of the Northwest is the

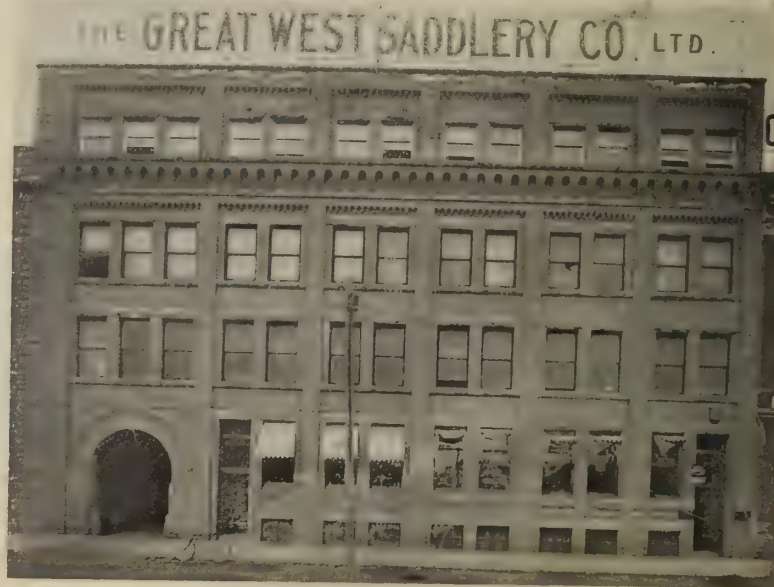


National Drug and Chemical Company of Canada, Limited, whose head office and plant is in Montreal, who established their house in this city in 1906; located at the corner of Seventh avenue and Third street west, they occupy their own building, a three-story and basement brick structure, seventy by seventy-five feet in

dimensions. They are exclusive wholesale druggists and manufacturers of the celebrated Na-Dru-Co. line of medicinal and toilet articles.

This house is under the management of C. R. Stanley, and their trade extends throughout Alberta and British Columbia, and gives employment to eighteen people, including traveling salesmen.

Mr. Stanley, whose experience in this line of business covers a lifetime, has been a resident of Calgary for the past nine years. He is a member of our Board of Trade and enjoys a high standing in social and business circles.



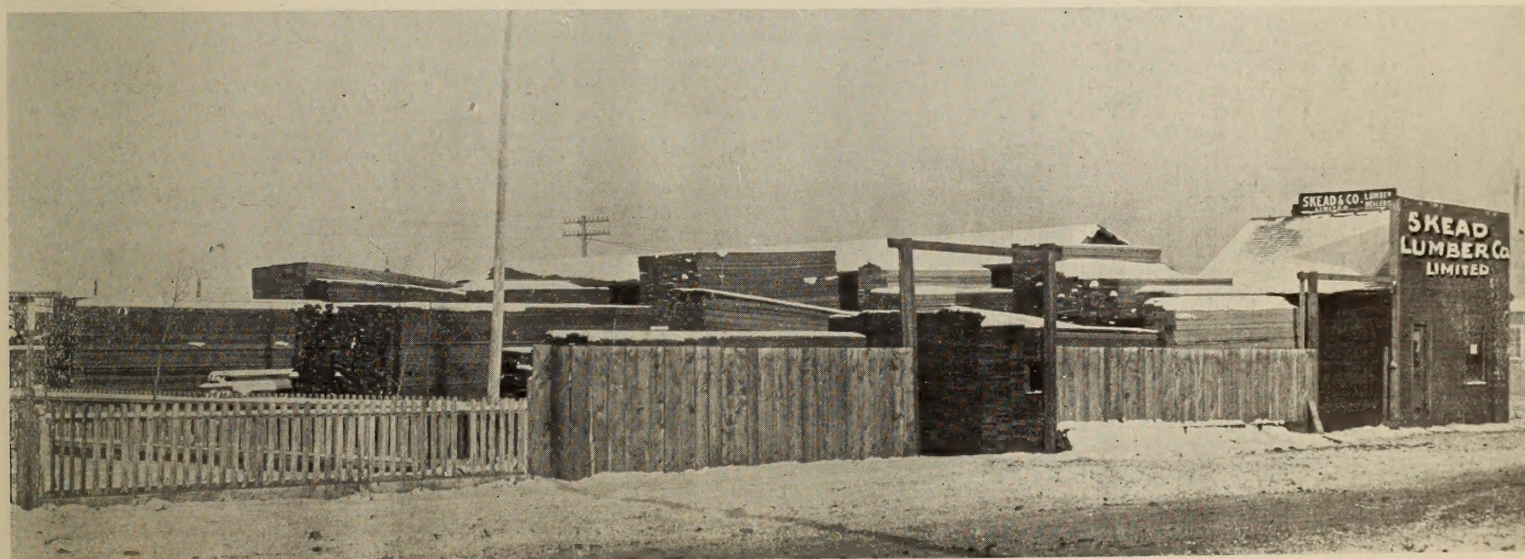
SKEAD LUMBER COMPANY, LIMITED

Wholesale and Retail Lumber Dealers

THE Skead Lumber Company, Limited, wholesale and retail lumber dealers, located at 1018 Ninth Avenue West, with uptown office at 222 Eighth Avenue West, was established May 1st, 1911, with S. A. Skead managing director and treasurer. Their trade territory extends throughout all of Alberta.

Mr. Skead has been a resident of Calgary for the past eight years, coming here from New York City. He is also largely interested in real estate in this city, buying and selling his own property exclusively.

He is a member of our Board of Trade and Builders' Exchange and is recognized as one of our influential business men.



WESTERN SUPPLY COMPANY.

THE object of this review is to briefly mention every industry, and to show the outside world what we as a people are doing today.

All lines of trade are represented here, and especially is this true in the line of builders' supplies. A firm worthy of particular mention in this line is the Western Supply Company, established about two years ago, with offices in room 7 Crown block.

The members of the firm are R. S. Carter and A. C. Mather. They are dealers in building material of all kinds and contractors' supplies; are sales agents for the Quinlaw-Carter, Limited, operating Glenbow Quarries; and agents for the Standard Paint Co. of Canada and the Pedlar People, Limited, of Oshawa. Their trade extends throughout Alberta and part of British Columbia, and requires the services of three experienced salesmen.

EDGAR & PALMER.

Commercial Jobbers.

THE industries of this city are diversified and cover nearly every field of production. A firm of special prominence is that of Edgar & Palmer, wholesale paper dealers, etc., who established business in this city about two years ago, and are located with office and warehouse at 325 Eighth Avenue West.

They are jobbers of building and wrapping papers of all kinds, with a trade territory extending throughout Alberta. The members of the firm are J. G. Edgar and J. A. Palmer. Mr. Edgar, who has had five years' experience in this business, has been a resident of Calgary for the past fourteen

years, coming here from Chatham, N.B. He is a member of our Board of Trade and is recognized as one of our enterprising and energetic business men. Mr. Palmer has had a number of years' experience in this business, and came to this city ten years ago from Maple Creek, Sask.

C. F. WHITLOCK

**Baker, Confectioner and Fruit Dealer,
Candies and Ice Cream.**

CALGARY enjoys a position of prominence as a trade center which becomes more and more marked with each succeeding year, and all of the principal departments of retail trade are well and effectively represented in the city. Especially is this true of all branches of food supply.

One of the leading and most important of these is that of C. F. Whitlock, baker and confectioner. This business was established two years ago, and is located at 111 Eighth Avenue East, with two branch bakeries, one in Seventeenth Avenue West and one in Westmount. They have the latest and most modern improved equipment, including a first-class bakery outfit, and bake the finest quality of bread, cakes and pastry, making specialties of wedding cakes and all kinds of fancy pastries, their large trade requiring the services of twenty-five experienced employees. They also carry a complete line of confectionery, candies, fruit, and serve ice cream and soft drinks.

Mr. Whitlock has had many years' experience in this line of business; is a native of Farnham, Quebec, coming to Calgary from Manitoba four years ago. He is recognized as a reliable and progressive business man.

KAISER CIGAR CO.

Manufacturers of High Grade Cigars.

THE Kaiser Cigar Co., manufacturers of high grade cigars, is located with office and factory at 504 Meredith Avenue, Riverside.

This business was established about one year ago, and at the address named occupies ample floor space for the conducting of their business. They employ a number of skilled cigar makers and are manufacturers of the celebrated "Lyra" and "Old Timer" cigars, for which they have a large local and outside trade.

The members of the firm are J. E. St. Pierre and C. Kaiser. Mr. St. Pierre has had fifteen years' experience in this business and came to Calgary four years ago from Winnipeg. Mr. Kaiser has been a resident of this city for the past ten years. He has had a number of years' experience in the cigar business. They are members of our Board of Trade and are well and favorably known in the community.

THE CALGARY PRODUCE COMPANY.

ONE of the oldest and most reliable among the wholesalers of this city is the Calgary Produce Company, located at the corner of Tenth Ave. and First Street East and established about five years ago, wholesale produce and provision merchants, making a specialty of butter, eggs and poultry. W. E. Strickland, sole owner and manager.

Their trade territory includes Alberta and British Columbia and requires the services of a number of people in the house and on the road.

Mr. Strickland is well known throughout this section as an honorable business man and thoroughly reliable in his business dealings.

